

VOLUME 118

No. 20

LEATHER

NOVEMBER 5,

1949

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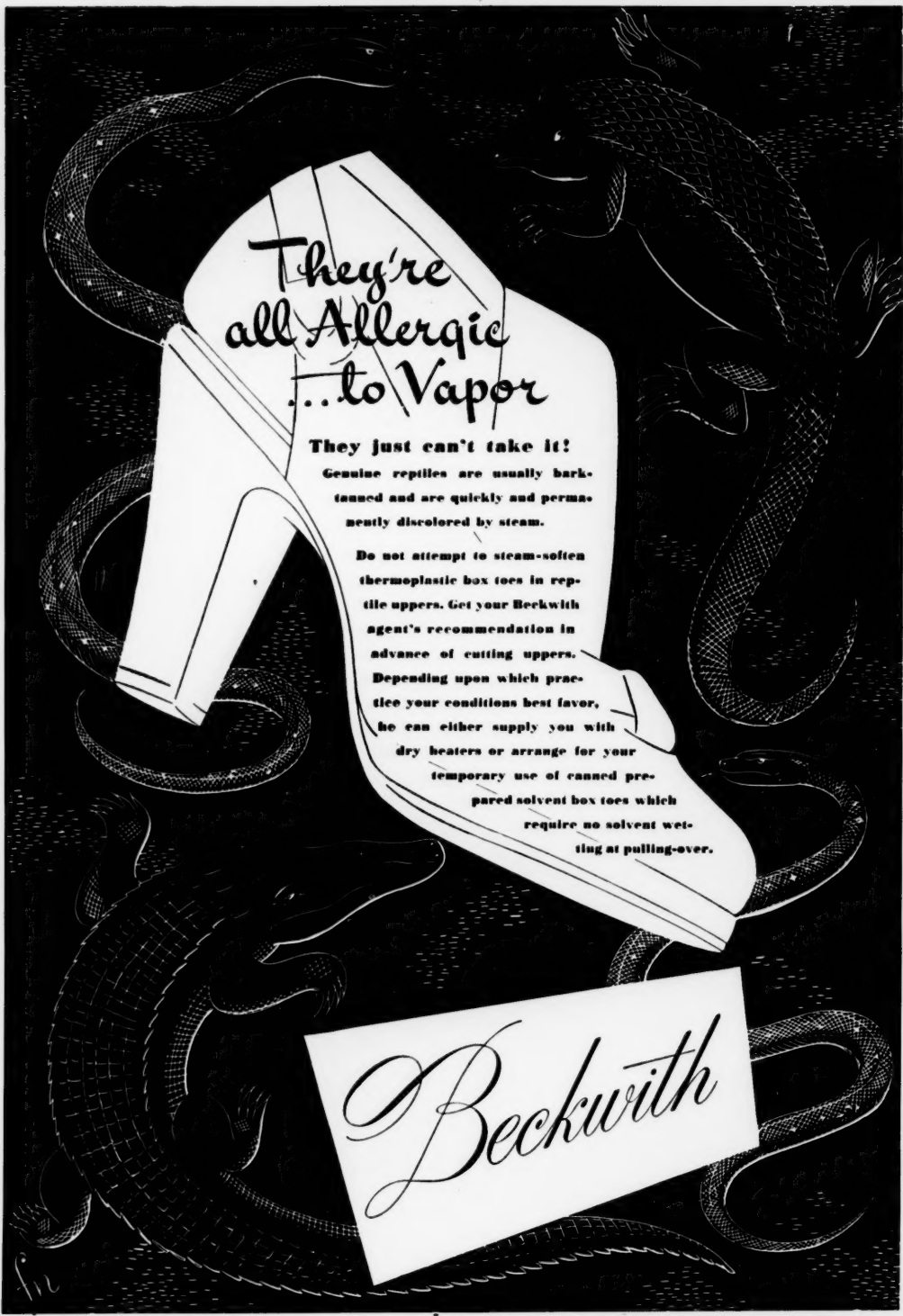
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Beckwith



Nation's business outlook for 1950 seen as further readjustment by 108 leading economists in latest opinion survey by F. W. Dodge Corp. Survey checks with predictions of top Administration economists who see good business for '50 but decline within "manageable proportions" from '49.

Contingent upon duration of steel and coal strikes, 81.3% of economists polled hold wages will remain stable; 92.59% believe workers will receive other benefits (including pensions); employment to stabilize or decline little; production to change little after moderate decline by mid-year.

Shoe and leather executives awakening to challenge.

Live merchandising, promotion plans chief topic at National Shoe Fair. Industry products to be pushed as never before. Stress on seasonality in men's shoes, fashion coordination in women's, constant changes for growing children's feet. Tanners promoting variety of colors. Everybody jumping on bright new bandwagon.

More hide buying from Argentina in prospect for coming weeks. Price rises on domestic branded cows bring U. S. prices close to Argentine level. Emphasis on lighter hides, high priced and much in demand here.

Surplus of 600,000 hides reported in Argentina. Peron Govt. anxious to sell these to U. S. for dollars now that British resist higher prices following devaluation. Argentine hides doubly attractive here with summer take-off season approaching on the pampas. Result may mean long expected competition for U. S. hide industry, possibly lower prices as supply grows.

Elimination of Federal excise taxes on leather goods, etc., will be "super" pressured on White House as well as Congress in 1950. Recent New York meeting sponsored by American Retail Federation, leading excise opponent, points the way.

Trade representatives have voted to set up national committee for wide open fight on taxes. Most feel Congress already sold on repeal. White House officials, still unconvinced, face brunt of pressure. Many high officials interested; predict relief will be forthcoming next year. Administration, which needs regular flow of tax income to support pump priming policy for '50, will take some convincing.

Threat of cheap Czechoslovakian shoe imports flooding U. S. market has many manufacturers worried. Shoes were introduced this week at National Shoe Fair

by Marx & Newman, shoe importer. Czech Govt. desperately short of dollars, seeking to expand shoe sales here, bring more dollars overseas. Former Bata plants at Zlin, now controlled by Communist Govt., working around the clock to turn out shoes for export.

Some U. S. manufacturers have banded together in New York, enlisted aid of legal firm to stop imports. Question is whether State Dept. can be persuaded to do this. U. S. currently exporting many items to Czechoslovakia, cannot bear down on imports without fear of return action by Czechs.

Look for end of government control of hide buying in Britain by end of year. Best informed sources pick this time although prospects for British tanners not as pleasant as they were before. Devaluation has played havoc with hide quotations; tanners not so sure they want to resume hide buying when prices appear on upgrade.

End of controls also means end of two million pound annual subsidy tanners receiving from Ministry of Food funds.

British Labor Govt. between devil and deep blue sea. If it keeps controls on finished leather prices, tanners will feel squeeze. If it allows leather prices to find own level, rising leather costs will affect shoe prices, now controlled. Govt. just finished paring down retail shoe profits to hold down prices to consumers; discourage inflationary wage tendency. President of British Board of Trade must do fine balancing act before he makes decision.

Miscellany: Recent strike on Missouri-Pacific R.R. forced International Shoe Co. to truck raw materials to Arkansas plants, finished shoes back to St. Louis warehouse. Traffic Dept. found local trucking service more efficient, often faster, may continue trucking. . . . Argentina exported average 8½ million cattlehides yearly during 1935-39, with 22.7% going to U. S. and Canada. Reported purchase of 70,000 light hides first this year. . . . France may triple horsehide exports over last year, reach total of 1340 tons exported compared to 410 tons last year. U. S. tanners seeking additional allocations above 200-ton quota allocated here in June. . . . Index of primary market prices of hides and leather products rose 0.7% between July and Aug. to 179 (1926 equals 100). Aug. index 5% below year ago, 22% below postwar peak (203.4) reached Dec., 1947.

EDITORIAL

Declining Influence of American Businessmen

AMERICAN business is finding the reins of community leadership being taken out of its hands. The businessman is losing much of his former influence in the community—in affecting public ideas, in guiding the economy, in public welfare interests. We find the mass of the population experiencing a declining faith in the businessman as a community leader, with a correspondingly increasing faith in the government as its guiding star, as its prime source of reliance and dependence.

Organized labor, too, has taken hold of the reins formerly held by business. Its persistent, vociferous voice has won a large public hearing that will not soon lose its audience. As Harvard economist Sumner Slichter puts it, we are rapidly moving toward a "laboristic economy."

Though we still have "big business," we now have two potentially counteracting forces—"big government" and "big labor." In a sense, these additional forces are healthy, for like a two-party political system they prevent a certain degree of abuse that inevitably exists under the dominance of a single force, such as was the case around the turn of the century when the industrial revolution created a short-lived but dangerously potent industrial dictatorship.

The businessman, among others, bewails the government's "welfare state" and equally bewails organized labor's "welfare program" demands. These two welfare drives become the more potent because two such powerful forces—government and labor—are dedicated to the same end, which intensifies the effort and provides greater assurance of success. Moreover, human nature being what it is, the welfare idea or something-for-nothing idea holds enormous psychological appeal. It is winning a vast legion of I'm-for-its. The fact that the titanic financial outlay for these grandiose welfare programs has to be paid for by someone is of secondary importance. What's important is that the idea has caught the fancy of the mass of voters.

Businessmen, now sitting on the sidelines after being moved off the varsity, mournfully wring their hands

about the unhappy end the country and the economy are coming to under its proposed national give-away programs. But we fail to see these same businessmen determinately flexing their muscles and girding for a new try for the varsity whereupon they can again carry the ball. Their constant intoning of we-can-do-it-better has been their major effort to regaining an influential position in the community.

The psychology of success is obvious behind all this. While the government and labor have presented a positive program of increased welfare, business has taken a negative approach by offering no program. The fact that the vast welfare programs that have been proposed may have faults, may be fundamentally unsound, is far overshadowed by the fact that they have struck a note of mass appeal. Business has struck no notes except discordant, inaudible ones. While it has forcefully criticized the bulk of the welfare programs it has substituted no mass-appeal program of its own. This approach is destined to failure.

We ask: what has happened to the aggressive spirit of the free-enterprising businessman? For it is by that spirit that he created dynamic, mass-appealing ideas. It is a strange paradox that, for instance, while American business has been built on the power of advertising and merchandising to create a demand for goods, the American businessman has shown a startling impotency in creating ideas with the same potential salability and mass appeal to counteract the ideas of the competitive "products" being merchandised by the government and labor.

Opposition to public or labor welfare programs is in itself doomed to failure. It is well known that business is not essentially opposed to the idea and necessity of social welfare. Its opposition is based on the matter of *how* welfare is to be set up and administered, and *how much* of it can be soundly borne. It is here where business has fallen short. It has presented neither a method of *how* the job can be done, nor *how much* of it can be done. Again the negative voice and stance.

What has happened? The community has lost faith in this kind of negative leadership, in a group that has spent most of its time condemning the products of its competitors and little time creating and selling a product of its own. The community has grown skeptical. It has turned to government and labor *not* as a matter of active preference but as a matter of passive alternative. It makes its choice between the lesser of two evils.

A portion of labor—not necessarily Communistic or Socialistic—tags the term "reactionary" on much of business. And some of it—in the light of strict definition of the term—may be justified. The days of *laissez faire* are dead in the American economy and community. We no longer submit to the idea of letting Nature take its course in the economic and social structure of America. We try to create the structure, the trends, ourselves. We try to shape our own destiny by positive action based upon positive programs. That has been the one significant outgrowth of America in the past twenty years to become the nucleus of all mass thinking and action. Government and labor, evidently more sharply attuned to the public psychological pulse, has guided its policies accordingly. Hence their intense drives to set up economic and social "programs."

Business, contrarily, has not caught this dynamic pulse. Much of it is still talking textbook economics and outdated sociology. In fact, it is insisting that "social problems" are out of the legitimate realm of the economy. It is finding enormous opposition to that kind of thinking.

American business sorely needs a penetrating reevaluation of its position. And its current position is the outgrowth of some of its central ideas, perspective and action. It needs to create a new kind of dynamics, economically and socially, to regain the leadership. And such leadership is gained not by offering the sop of cakes and ale to the public to counteract the same dish being offered by others. Rather, it must move into the center of the community with positive programs, creative ideas and progressive action that will re-inspire public faith based on sound economic and social leadership. Above all, its scope and interests must broaden.

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- GROSSMAN CITES FAILINGS IN STYLE SELLING**—I. Miller executive says industry needs new perspective in creating and selling shoe fashions.
- DOYLE LOW BIDDER ON NAVY OXFORDS**—7 manufacturers bid on Navy call for 50,040 pairs enlisted men's black leather oxfords.
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NEWS

Massachusetts Shoe Mfrs. To Urge USWA Accept Pay Cuts

Seek slashes of 12½ to 15 cents per hour in 1950 contracts. Negotiations scheduled to begin soon.

Massachusetts shoe manufacturers employing approximately 11,000 shoe workers in 13 communities will ask United Shoe Workers of America, CIO, to take pay cuts ranging from 12½ to 15 cents per hour for the coming year, LEATHER AND SHOES learned this week.

The union has notified some 32 shoe manufacturers that it would like to discuss a 1950 contract with company representatives within the next few weeks. The present contracts expire Dec. 31. Among the topics listed for discussion were wages, hours, working conditions and "fringe" benefits.

William E. Thornton, USWA president, recently told LEATHER AND SHOES that the union would stress pension plans in future negotiations. (L&S, Oct. 3). Thornton said, however, that a hold-the-line wage policy would be followed.

Commenting on the coming contract negotiations, Charles Goldman, counsel for the Lynn Shoe Mfrs. Assn., said that USWA would be asked to eliminate two recent wage increases totaling 15 cents per hour. The Association represents 15 firms which employ 2500 workers in the manufacture of women's shoes and slippers.

Goldman added that he will ask the union to take one week's vacation pay at a rate of 2 percent of straight earnings instead of 40-hour week rate now in effect. Workers should also work the day before and after paid holidays to qualify, he said. Other demands will call for overtime starting after a 40-hour week rather than an eight-hour day and a one-year contract with no wage re-opening clause.

The Lynn attorney said that Lynn shoe manufacturers are paying highest wages in the country for workers making popular-priced women's shoes and some relief must be had if the present exodus of shoe manufacturers from the area is to be halted. He declared Lynn wage rates are far out of line with rates paid by competitors throughout the country.

Haverhill Hit Hard

Manufacturer members of the Haverhill Shoe Manufacturers Assn. will seek a wage cut of 12½ cents per hour in rates now paid to approximately 4000 workers. Business has been at a low ebb in recent months, they said, and several factories manufacturing low priced women's shoes have been forced to shut down.

Manufacturers located in the Boston area have also reported that they will seek wage rate reductions in the coming contract negotiations. The amount of the cut has not been decided as yet. Other local areas have indicated they will go along with the demands for wage cuts when the contracts are brought up for renewal.

I. Miller's Grossman Cites Failings In Style Selling

The shoe industry needs a new perspective toward the creation and selling of shoe fashions, Irving E. Grossman, general manager of I. Miller & Sons, Long Island City, N. Y., stated during a special press meeting held this week at the National Shoe Fair in Chicago.

Failure to reach maximum sales potentials through extra pairage based on fashion merchandising can be blamed largely on the retailer, said Grossman, sales director of one of the country's leading shoe fashion houses.

"The best shoe fashion is the 'perennial' fashion, the style proven over

previous years," Grossman stated. "The customer wants continuing fashions—one similar to the shoe she bought before, or failed to buy."

"Shoe retailers miss sales because they change their styles too quickly. So many good styles and good sales prospects die a quick and sudden death due to lack of time given to proper promotion and merchandising."

Grossman also stressed another retail failing: insufficient sizes in each style. He said this accounted for 40 percent of present sales losses. "The most important fashion is that of having the right shoe in the right size at the right time."

Lack of variety in styles was also blamed for sales losses. Stating that fashions are dissipated among too many price lines in the same store, Grossman advocated concentration in one or two price lines and a large variety of styles and sizes within those price ranges as a means of boosting multiple or extra pairage sales.

He said that fashions should be introduced by the retailer earlier in the season. "Styles purchased early in small lots should be 'tested' on consumers before season. If response is good, then larger orders may be made on the basis of this pre-season sampling," he said. "Also very important to the entire shoe fashion picture—styles should not be emphasized on a seasonal basis alone but on a 12-months basis."

Moulton-Bartley To Be Liquidated

Moulton-Bartley, Inc., St. Louis manufacturer of women's shoes, will be liquidated shortly, according to William W. Moulton, president. The firm, which manufactures women's medium cemented dress shoes under the trade name "Mode Art," was opened in Jan., 1928.

Moulton had originally planned to sell the company as a going business. However, the Boot and Shoe Workers Union, AFL, bargaining agent for 325 workers in the Highland, Ill., plant, rejected a 12½-cent hourly wage cut proposed by an interested buyer.

Moulton said the company's machinery, equipment and materials would be sold. The Highland plant must be vacated before Dec. 1. Present officers of the firm include Moulton and John D. Bartley, vice president. James S. Legg, formerly secretary and sales manager, resigned recently to join Victory Shoe Co. in St. Louis.

"Shoe Sales Potential 46% Greater"; Johnson

The shoe industry has a potential market for sales 46 percent greater than current annual consumption of 460-465 million pairs, provided prewar relationship between consumer purchasing power and shoe consumption can be re-established.

This was told to sponsors of the National Shoe Fair in Chicago this week by Arno H. Johnson, vice president and director of research of J. Walter Thompson Co. Speaking before a joint meeting of the National Shoe Manufacturers Assn. and the National Shoe Retailers Assn., Johnson declared that per capita purchases of shoes have not kept pace with the vastly increased purchasing power of the American consumer.

"In the 26 years from 1914 to 1940, prior to World War II," Johnson said, "there appeared to be a fairly close relationship between shoe consumption in pairs per capita and the real per capita purchasing power after taxes and after correction for the fluctuating value of the dollar. In other words, the average ability of the consumer to buy physical units of goods or services was reflected in unit purchases of shoes."

In 1929 the shoe retailer enjoyed 1.67 percent of total retail sales, but this declined to 1.47 percent in 1939 and 1.16 during the first seven months of 1949. "Since the war there has been a substantial increase in the real per capita purchasing power which has not been reflected in shoe consumption, but which would mean a potential market for shoes 46 percent greater if the prewar relationship could be established," he said.

4.6 Pairs Per Capita

If shoe sales had increased since 1914 at the same pace as purchasing power, he said, shoe consumption per capita would be 4.6 pairs instead of 3.15 today. In that time, real income per capita has increased from \$789 to an estimated \$1,312 for this year while shoes sold per capita has only increased from 2.88 to 3.15.

The opportunity for the shoe industry lies in the fact that "the real purchasing power of our population—that is, the disposable personal income after taxes and full correction for increased prices—in the first half of 1949 was five percent above the same half of 1948 and 52 percent over 1940."

"It would seem obvious that a substantial increase in shoe potential, both in pairs and dollar expenditures, could result from the shifting of millions of families to higher income

groups," Johnson concluded. "Increased pairs per capita would be the result if the men and women were to take on the shoe consumption habits of the income groups into which they moved."

Int. Shoe Hikes Prices

Increases averaging 18 cents a pair in the wholesale prices of men's and boys' and 10 cents a pair in women's and juvenile shoes have been announced by International Shoe Co., St. Louis. The boosts apply only to shoes in the company's general line sales divisions, including Roberts, Johnson & Rand, Peters Shoe Co., Friedman Shelby, all in St. Louis, and Sundial Shoe Co. in Manchester, N. H.

The announcement added that the increases, amounting to less than the reductions made in April, 1949, should result in only minor changes to retail prices.

Joyce To Make Men's Shoes In Puerto Rico

Joyce, Inc., Pasadena, Cal., manufacturer of women's casuals, has announced acquisition of the Puerto Rico Shoe and Leather Co. plant in Ponce, Puerto Rico. Production of men's casuals will begin in the plant during Jan., 1950, according to William H. Joyce, Jr., president.

The casuals will be manufactured on regular Joyce construction and retail in approximately the same price bracket as its women's shoes, Joyce added. First shipment of the new line will be made in April with production scheduled to reach 1500 pairs daily after a period of time.

Joyce has taken a long term lease with option to purchase the Puerto Rico plant, formerly operated as a subsidiary of the Puerto Rico Industrial Development Co. A subsidiary corporation known as Joyce de Puerto Rico will be formed to market the new line under the trade name "Wm. Joyce."

Prima Pares Prices

Prima Footwear Co., Columbus, O., has announced a price reduction of five percent on all shoes in its line. The firm manufactures women's dance footwear in addition to dress and street wear.

The new prices will affect all current net prices immediately, Mark B. Deitch, president, announced. The firm's lines previously retailed from \$2.95 to \$7.95. Deitch said the reduction was made possible by increased production and demand for Prima's new line, "Kover Girl" dress flats.

Kate Kamen Dies In Plane Crash

News of the death of Kate Goldstein Kamen, killed in the Air France plane crash in the Azores last week, saddened her many friends in the shoe and leather trade. Director of the Patent Leather Bureau of the Tanners' Council and widely-known as a fashion authority in the industry, Mrs. Kamen was returning from a trip to Paris when the huge airliner crashed, killing all aboard.

She was accompanied on the flight by her husband, Kay Kamen, president of Kay Kamen, Ltd., licensing representative for Walt Disney characters.

Kate Kamen was a native of Omaha, Neb., and graduated from the University of Nebraska where she studied advertising. In 1944, she was appointed executive secretary of the Guild of Better Shoe Manufacturers and served in that capacity until she became director of the Patent Leather Bureau early this year.

She was noted for her work in fashion coordination, helping to establish a course on this subject at New York University. An outstanding authority in the field of shoe and leather fashions, she was the author of many articles which appeared in LEATHER AND SHOES and many other national publications. She was 43 years old.

Survivors include her parents, Mr. and Mrs. Isadore Goldstein; three brothers, Paul, Arthur and Leonard Goldstein; and a sister, Mrs. Hubert Sommers, all of Omaha.

Shoe Travelers Elect Weiss President

Samuel S. Weiss, representing the Michigan Shoe Travelers Club, was elected president of the National Shoe Travelers Assn. at its 39th annual convention held Nov. 27-28, at the Hotel Morrison, Chicago. Vice president for the past two years, he succeeds Harry J. Evans as president.

Other officers elected were: Keith Pickrell, Gerberich Payne Shoe Co. and Willits Shoe Co., vice president; and Norman N. Souther, Manning-Gibbs Shoe Co. and Geo. F. Carleton Slipper Co., secretary-treasurer. Souther has held this post for the past seven years.

W. W. Stephenson, executive vice president of the National Shoe Manufacturers Assn., told representatives of the NSTA's 2500 membership that too much stress was being placed upon new things and not enough on selling sizes on proven patterns. "Let's not forget that 90 percent of

the business will be done on basic styles and the new things are important primarily from a potential standpoint," Stephenson said. "In my opinion, selling a dealer right means building up his stock with sizes on last year's best sellers and adding enough newness to maintain interest."

Stephenson declared that one condition no salesman can alibi is to have his own goods remain too long on his dealer's shelves. "Unless you analyze your customers' needs, sell them in proportion to their needs and stimulate and help them in their effort to resell the goods, you are not fulfilling this new responsibility which has fallen on you," he said.

Amer. Oak Votes Dividend

The American Oak Leather Co., Cincinnati, O., recently dissolved sole leather manufacturer, has voted a liquidation dividend of \$10 payable to 200 holders of common stock, according to William H. Mooney, president of the firm. Mooney added that further liquidations will follow shortly.

Sees Firm Prices In 1950

The outlook for lower shoe prices in 1950 is far less favorable than a year ago, Irving S. Florsheim, chairman of Florsheim Shoe Co., Chicago, stated this week during an interview at the National Shoe Fair. Florsheim said that lowered imports and falling domestic production of hides had created a shortage of rawstock which would hold both hide and leather prices firm for some time to come.

Last year at this time, shoe manufacturers looked for leather prices to drop. Today, however, these prices are higher than they were a year ago, he said. He added that the shoe industry would attempt to boost sales by promoting seasonality in men's shoes, fashion coordination in women's, and constant replacement in children's shoes.

Florsheim Opens New Plant

Close to 2000 shoe industry leaders, assembled in Chicago for the National Shoe Fair, took part this week in the formal opening and dedication ceremonies of Florsheim Shoe Co.'s new plant. Located just west of Chicago's famed Loop, the plant will house the firm's general offices in addition to the upper leather cutting department, serving all Florsheim men's shoe factories, two complete men's shoe production units, and stock and shipping departments for both men's and women's divisions.

Mrs. Milton S. Florsheim, widow of the 57-year old company's founder,

took charge of the open-air ribbon-cutting ceremony attended by Mayor Kennelly and other prominent guests. Talks were given by Mayor Kennelly; Irving S. Florsheim, chairman of the board; and Harold M. Florsheim, president.

The new building, first to be erected in the area in the last decade, provides 310,000 sq. ft. of factory and office space, and features vertical floor-to-floor conveyors and overhead conveyors which carry the typical pair of shoes over a half mile on three floors. The firm has two other plants in northwest Chicago.

OIT Drops Hides, Skins, Leather From Positive List

Approximately 165 commodity classifications including leather and leather manufacturers, sheep, lamb and other skins were dropped from the export control "positive list" this week, the Office of International Trade, Dept. of Commerce, announced. The action permits their shipment in any quantity to any destination without a validated export license.

Following are items listed under Schedule B numbers removed from the positive list:

Sched. B No.—Commodity:
023002—Sheep skins, dry; 023004—Sheep skins, wet; 023006—Lamb skins, dry; 023008—Lamb skins, wet; 025098—Hides and Skins, raw, n. e. s. leather; upper leather except lining and patent; cattle, side upper, including kip side; 030050—Grain black; 030130—Grain, other; 030200—Splits, finished; 030300—Splits, wax and rough. Calf and whole kip, except kip side; 030450—Grain, black; 030470—Grain, other; 030550—Except grain, black; 030570—Except grain, other; 032400—Sole leather (bends, backs and sides); 032500—Boot and shoe cut stock; 033000—Belting leather.

Leather Manufacturers:
Boots, Shoes and Other Footwear with Leather Uppers:
064510—Men's, McKay sewed; 064530—Men's, welt; 064540—Men's, stitchdown; 064590—Men's, other; 064600—Youths' and boys'; 068000—Leather belting, new; 068510—Harness, saddlery and whips.

NSTA Elects Officers

Albert Wachenheim, Jr., of the Imperial Shoe Store, New Orleans, La., was elected president of the National Shoe Retailers Assn. at the annual meeting in Chicago this week. The following vice presidents were named: Will Geuting, A. H. Geting Co., Philadelphia; Lawrence J. Horan, J & J Slater Co., New York City; W. Otto Warn, Warn & Warn, Spokane, Wash.; and J. Addison Cox, Robinson Shoe Co., Kansas City, Mo.

Frank Buch, Bush Footwear Co., Phoenix, Ariz.; John W. Morgan, Wil Bros., Parkersburg, W. Va.; and Ned Schwartz, Lord & Taylor, New York City, were elected new directors. Re-elected as directors were: A. G. Clayton, Zion's Cooperative

Mercantile Institution; Henry H. Dahl, Thayer McNeil Co.; Marcus Rice, Famous Barr Co.; Roy E. Stevens, Stevens Shoe Store; Albert Wachenheim, Jr., Imperial Shoe Store; and W. Otto Warn, Warn & Warn.

Doyle Low Bidder On Navy Oxford Call

Doyle Shoe Co., Brockton, was low bidder this week at the opening of Navy Invitation No. 5715 covering 50,040 pairs of enlisted men's black leather oxfords. The Brockton firm bid \$4.735 on 10,000 pairs under Item 1(A) calling for a total of 27,684 pairs and \$4.795 on Item 1(B) listing a total pairage of 22,356 pairs. All other bids were turned in for total pairage under each item.

Bidder	Quantity	Price
Doyle Shoe Co.	Item 1A 10,000 prs.	\$4.735
Brockton, Mass.	Item 1B 22,356 "	4.795
Endicott-Johnson Corp.	Item 1A 27,684 "	5.015
Endicott, N. Y.	Item 1B 22,356 "	5.16
Hubbard Shoe Co., Inc.	Item 1A 27,684 "	5.18
Rochester, N. H.	Item 1A 27,685 "	5.09
J. F. McElwain Co.	Item 1B 22,356 "	5.22
Nashua, N. H.	Item 1B 22,356 "	5.24
Belleville Shoe Mfg. Co.	Item 1B 22,356 "	5.24
Belleville, Ill.		
E. J. Givren Shoe Co., Inc.	Item 1A 27,684 "	4.99
Rockland, Mass.	Item 1B 22,356 "	5.11
John Foot Shoe Co.	Item 1A 27,684 "	5.08
Brockton, Mass.	Item 1B 22,356 "	5.20

QM Opens Calf Bids

A. F. Gallun & Sons Corp., Milwaukee, was low bidder this week on QM-30-280-50-191 covering 1067 skins of medium brown calf leather, tooling 2 to 2½ oz. Gallun bid 77c per ft. Other bids were turned in by the following: A. C. Lawrence Leather Co., Peabody, 82c; R. Neumann & Co., Hoboken, N. J., 82½c; and A. L. Gebhardt Co., Milwaukee, 93c per ft.

Bothfeld New Angier Prexy

Henry S. Bothfeld has been elected president of Angier Products, Inc., Cambridge, Mass., manufacturer of shoe chemicals, to succeed the late Donald Angier. Bothfeld has been associated with the firm since 1935 and became vice president and general manager in 1939.

Other officers elected were: G. Storer Baldwin, treasurer; and Charles R. Pinkul, assistant treasurer. Directors named were: Mrs. Helen G. Angier, G. Storer Baldwin, Henry S. Bothfeld, Peter H. B. Cumming, and George M. Naylor, Jr.

The first shoe pattern making machine for grading uppers was invented and introduced by George W. Parrott, of Lynn, Mass., in 1848. And this was the same year that the perennial "congress boot" was also introduced.



HIGHER YIELDS...
*more plumping for white
or black suede leathers*

from Du Pont "G-942" tanning agent

You get *more* leather... *thicker* leather when you tan with Du Pont "G-942." And "G-942" has been tested and proved to give these results on both white and black suede leathers.

It helps you get the highest possible yield of top-grade leather because it gives better plumping... with minimum shrinkage. With white suede, for example, kidskins tanned with "G-942" yielded 2 to 5 square feet more leather per dozen skins in an actual tannery test.

Through-White

Kidskins tanned with "G-942" produce a leather that is white all the way through. No color is left by the tanning agent. Bleaching is unnecessary.

Better for All Types

Crushed grain, too, can be produced equally well with Du Pont "G-942" tanning agent. The tanning process is easy to control by pH measurements. Most finishing chemicals, as well as

other tanning agents, can be used on the leather.

Let us arrange for a technical representative to call at your plant and explain in detail how "G-942" can help you produce better leather.



BETTER THINGS FOR BETTER LIVING
 ... THROUGH CHEMISTRY

E. I. DU PONT DE NEMOURS & CO. (INC.), GRASSELLI CHEMICALS DEPARTMENT
 WILMINGTON 98, DELAWARE

LABOR NEWS

Boot and Shoe Workers Union, AFL, has reached a new contract agreement with both **International Shoe Co.**, and **Brown Shoe Co.**, St. Louis, calling for no change in wage rates but elimination of the wage escalator clause. The new contract, effective for one year, affects approximately 4000 workers in six Brown plants and another 10,000 workers in 20 International plants.

Brown has incorporated into its piece rates the nine percent wage boosts received by employees under the cost-of-living clause as well as the nine cents hourly increases. A similar nine-cents wage increase remains in effect at International. The contracts were similar to those in effect in 1948-49 in other respects.

United Shoe Workers of America, CIO, which has already signed a new agreement with International, has asked Brown for elimination of the escalator clause and a 10-cents hourly wage increase. The present contract has been extended to Nov. 30 to permit negotiations to continue.

The National Labor Relations Board has ruled that a bargaining agent election be held Nov. 10 at **Michigan Tanning & Extract Co.**, Boyne City, Mich., subsidiary of **Howes Leather Co.**, Boston. The firm's 250 workers will vote on a single question ballot to determine if they wish to be represented by **International Union, United Automobile Workers of America, AFL**.

The election resulted from a petition filed by the UAW about Oct. 10 for certification of the NLRB. **Local 245, International Fur & Leather Workers Union, CIO** has been worker bargaining agent since 1941. IFLWU, however, will not be represented on the ballot since its officials have refused to sign non-Communist affidavits required by Taft-Hartley.

Close to 3500 shoe workers in the **Lewiston-Auburn, Me.**, district have been asked to take a 12 percent pay cut, according to Mark H. Burke, secretary-treasurer of the **Lewiston-Auburn Shoeworkers Protective Assn.** Burke said that manufacturers who proposed the cut might take the matter to arbitration if the proposal was turned down by union members.

Charges that the **Old Town and Penobscot Shoe companies**, Old Town, Me., had discriminated against shoe workers before and after a two-months strike last summer and failed to bargain in good faith were aired during an NLRB hearing last week. **United Shoe Workers of America, CIO**, was charged by the company with failure to bargain in good faith and striking to enforce a union security clause. A decision by the national NLRB in Washington is not expected for several months.

The National Labor Relations Board has ordered that a collective bargaining agent election be held at **Spack Shoe Co.**, Roxbury, Mass., within the next four weeks. Workers will be given the opportunity to vote for representation by the **United Shoe Workers of America, CIO**.

Operations at **Albert Trostel & Sons Co.** tannery, Milwaukee, Wis., were resumed last week after a two-day "wildcat" strike (L&S, Oct. 29), by worker-members of **Local 99, International Fur & Leather Workers Union, CIO**. The strike began when two workers in the pasting department were given a three-day disciplinary layoff. About 65 workers walked off the jobs and later threw up a picket line that kept the plant's 500 employees from returning to work. Non-authorized strikers were given a one-week disciplinary layoff as all others went back to their jobs.

The National Labor Relations Board hearing on the **Fulton County, N. Y.**, tannery strike-lockout closed Oct. 29 after officials indicated there was little chance of a bargaining agent election being held before 1950. Complete records of the hearing were sent to the Washington NLRB office which ordinarily requires six to eight weeks before deciding whether an election will be held.

Despite objections by counsel for the **Tanners Assn. of Fulton County**, NLRB field examiner John C. McRee admitted to NLRB recognition the **Independent Leather Workers Union**, which recently severed itself from IFLWU.

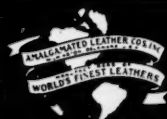
A 25-week strike involving some 350 leather workers at the **Kirstein Tanning and Kirstein Leather companies**, Salem, came to an end when representatives of the company and **Local 21, International Fur and Leather Workers Union, CIO**, agreed to terms of a new contract.

Workers were granted a pay increase of 4½ cents, two additional paid holidays, one week's vacation pay not later than 45 days after returning to work and another week's pay not later than 90 days. Other benefits included qualification for vacations in 1950 based upon 18 pay checks rather than the 26 weeks or 760 hours specified in standard Peabody contracts.

Connecticut

● **Russell Manufacturing Co.**, Middletown, will establish a branch plant at **Lexington, S. C.**, for the production of cotton narrow elastic fabrics and nylon. A building at Lexington formerly occupied by the Air Force has been acquired for the purpose by **Russell Products Co., Inc.**, a subsidiary of the Middletown firm.

● **Cutter-Karcher Shoe Co., Inc.**, St. Louis wholesaler and retailer of footwear, recently opened new women's and children's shoe departments at **Kerr Dry Goods Co.**, Oklahoma City, and **Bergner's**, Peoria, Ill.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99,

DELAWARE

**Contract
Specialists . . .**

SHEEPSKINS AND SPLITS

Are you ready for the Retan Sole leather season? We are!
Come in and see us—let's talk it over.

GEORGE LIMON TANNING CO., Inc.

80 FOSTER ST., PEABODY

Stability Keynotes Prices-Production-Sales

Outlook At National Shoe Fair

Advance Spring orders only fair in number and size, but all signs indicate lusty pickup in bookings as season approaches.

THE industry outlook is in a solid groove of stability as regards prices, production and sales, the latter both at factory and retail level. Such was the consensus emanating from the National Shoe Fair in Chicago, which played host to over 800 exhibitors and an estimated attendance of 12,000.

No one foresaw any dip in the estimated output of 460,000,000 pairs this year. And many predicted a slightly higher figure for next year, chiefly on the basis of normal population increases. As to sales, justifiable optimism was expressed here, too. With employment levels holding firmly around the 60,000,000-jobs level, and wages and income at record levels, matched by high consumer and government spending, the shoe sales outlook appears wholesome in every respect.

In the very large majority of cases, prices on all types of footwear promised to hold firm or show slight increases. Only in a few isolated instances were price reductions noted, most of them negligible. In fact, many shoe manufacturers expressed concern about their ability to hold prices down without affecting cuts in profits or dividends. The continuing upscale of wages or fringe benefits in new or forthcoming negotiations, plus the 75-cent minimum affecting many apprentice or trainee workers in the industry, were in themselves sufficient to hold or slightly lift present prices. Minor savings made in other factors such as in some materials costs would thus be offset. Over-all, however, the shoe price structure shows no signs whatever of sagging. As a result, many buyers feel more confident in placing orders earlier.

Bookings

Orders and inventories are the one important source of "instability" or uncertainty in the industry, particularly in style footwear. Though retail inventories are not exorbitantly low, they could stand more filling, was the

opinion of a number of factory sales managers. A certain percentage of Spring orders—20 to 30 percent—has been placed. But in most instances the larger bookings are evidently to be made at later dates, perhaps starting in December-January. It was obvious at the Show that there had been no appreciable change in the shorter-range buying policies of retailers, and the tendency to play their cards close to the chest.

Weir Stewart, chairman and treasurer of Marshall, Meadows and Stewart, Inc., Auburn, N. Y., has been elected President of the National Shoe Manufacturers Association. He succeeds Lawrence B. Sheppard, president of Hanover Shoe Co., Hanover, Pa.

Stewart has been director of NSMA since 1937 and served as a member of the Shoe Fair Committee from 1938 through 1940. In 1926 he formed Marshall, Meadows & Stewart, Inc., together with the late John S. Meadows and James F. Marshall.

Six new directors were named. They are George Miller, I. Miller & Sons, Inc.; Vergil Lipscomb, Town & Country Shoes; Herbert Lape, Jr., Julian and Kokenge Co.; Harry Johansen, Jr., Johansen Bros. Shoe Co., Inc.; Norman P. Liberty, H. O. Rondeau Shoe Co.; and James J. Molloy, Merrimac Shoe Co.

Irving E. Grossman, general manager of I. Miller Shoes, publicly took this low-inventory policy to task, stating that many shoe sales were being lost because of inadequate size runs and inadequate style selections. Maintaining that the "best-selling fashion" is simply a matter of "having the right shoe in the right size at the right time," Grossman said that many retailers were spreading themselves too thin stylistically by carrying similar styles in various price lines rather than a variety of styles in fewer price

lines. As a result, multiple sales or extra pairage was being lost. He maintained that 40 percent of lost shoe sales was due to lack of sizes, while 20 percent of losses were due to lack of styles.

Grossman also emphasized the need for more "pre-season style testing" to give the consumer and retailer alike a chance to gauge style selections ahead.

Advance orders at the fair were better in children's and men's lines than in women's. In short, the more staple types were "safe" enough to warrant earlier and larger advance bookings, whereas retailers felt that a longer wait and closer-to-season selections were necessary to base their decisions upon.

Fashion Outlook

Several significant Spring style "trends" crystallized out of the Show. As to the men's picture, everyone is now familiar with the new "seasonality" theme and the coordinated group of shoes to be mass-promoted: ventilated and woven types; tropical two-tones; suedes (allover or combinations, with blue the leading color); combination mesh types; and the dressy summerweight casuals with finger gores.

The many men's manufacturers interviewed expressed enthusiasm and optimism regarding the program. The optimism was concretely justifiable, too, for as one manufacturer said, "We certainly can't sell any fewer men's shoes than in past years, so the movement has to be upward." All, however, expressed belief that the retailer was the final answer, and that the shoe traveler would be a key liaison man in "educating" the retailer to the potential of the new merchandising. Retailers, for the most part, shared the enthusiasm for the program, stated that they were planning wholesome promotions this Spring. Some, on the other hand, were adopting the more skeptical wait-and-see attitude.

(Continued on Page 21)

Shoe Retailers Still "Adjusting"

By George B. Hess
President, NSRA

Shoe retailers are still going through readjustments in buying and selling, promotion, peaks and valleys, etc.

AT ABOUT this time last year most of us were convinced that at last our industry had achieved a normal postwar situation and that we could look forward to business operations comparable to those which prevailed in the prewar period.

We were looking forward to stability of operation based on a free market. If you consider the industry on an annual production basis, that stability has been achieved.

Peaks And Valleys

However, there are at least two ways of looking at the shoe industry. The stability shown by annual production figures is counter-balanced by the peaks and valleys of quarterly production figures. A three-year

chart of industry operation would show a remarkably steady line. A month-to-month chart within any given year would show a roller coaster line.

The peaks and valleys of production and sales within the year have always been a problem to the shoe manufacturer and the shoe retailer, and, of course, to the tanner. A certain amount of it is necessary in any seasonal industry.

Yet we believe that it is possible, through industry cooperation, to raise the valleys and lower the peaks at least to some extent. During the past year the industry's style committee and its promotion committee considered the problem and have de-

cided to fight fire with fire—to fight seasonality with seasonality. Seasonal promotion will be used to fight seasonal slumps.

Men's Promotion

In the men's field, for instance, the consumer is going to be able to buy during 1950 a whole new variety of shoes aimed at giving him the ultimate in summer comfort. You are aware of the trend in the men's clothing industry toward greater emphasis on summer suits — tropicals — which reached such a peak of development last summer. The shoe industry is going to have tropicals in men's shoes.

The shoe retailer is going to see a

(Concluded on Page 29)

LEATHERS

by *Greenebaum*

NORMIL

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

J. GREENEBAUM TANNING COMPANY

CHICAGO MILWAUKEE BOSTON



FIRST QUALITY

Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

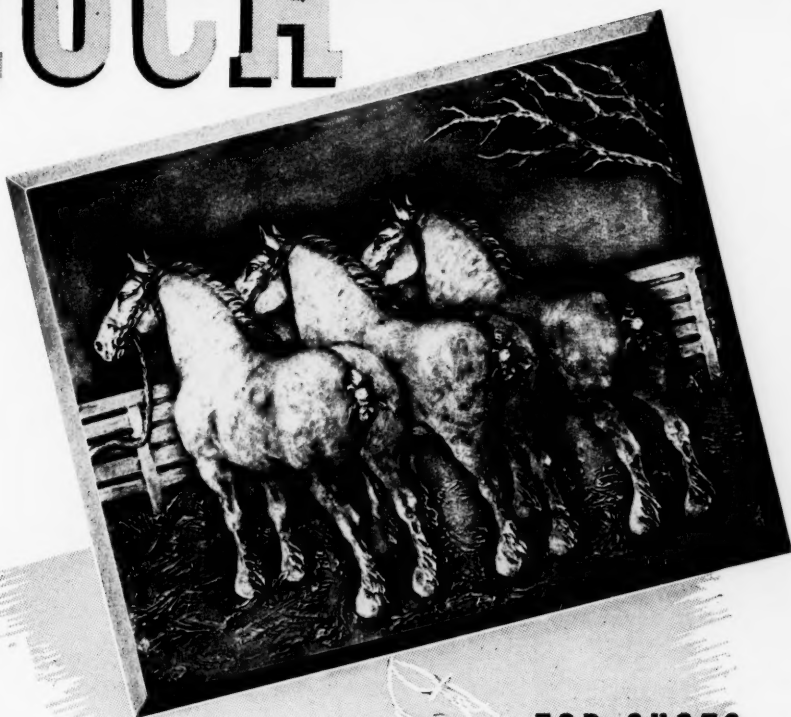
● SPORTING GOODS and GLOVE LEATHERS ●
 GARMENT ● HORSE ● COW BELLIES ● DEERSKINS ● SPLITS

Also Contract Work

127 N. 27th St., Milwaukee 8, Wis.

THIELE TANNING COMPANY

HUCH



FOR SHOES

MEN'S BELTS

MILITARY BELTS & HOLSTERS

Genuine **SHELL CORDOVAN**
"the Platinum of Leathers"

SHARK PRINT CORDOVAN
for Tips on Children's Shoes


The HUCH LEATHER COMPANY

TANNERY and MAIN OFFICE: 1525 W. Homer St., CHICAGO 22, III.

KAYE & BARNES, INC., 93 South Street, Boston

• FRED SCHENKENBERG, Dallas, Texas

A. J. & J. R. COOK, INC., Los Angeles and San Francisco

The background of the advertisement features a large, stylized illustration of a shoe sole. A dark, solid shank is shown inserted into the sole's structure. To the right of the shoe sole, several individual shank pieces are depicted, showing their curved shape and how they would be inserted into the sole. The entire illustration is rendered in a high-contrast, black and white style with glowing outlines.

UNITED COMBINATION Shanks

give you these 8
Shoemaking Advantages!

- ★ Acts as filler through shank area
- ★ Provides firm, broad base for outsole leveling
- ★ Gives fullness and character to finished bottom
- ★ Makes possible accurate, quick insertion
- ★ Provides positive locating of steel or wood shank piece
- ★ Maintains uniformity with every pair
- ★ With long heel style, affords tighter joints at heel breast
- ★ Leaves insoles free from prong or tack point penetration

FOR the maker of welt shoes . . . United suggests Combination shanks, finest for this type of footwear because they impart so many extras in addition to reliable support. Precision fitting, characteristic of all United shanks, is found in both the cover and the steel (or wood).

For greatly improved shoemaking, try United Combination Shanks. Ask your United man about a shoemaking trial with a Combination shank individually suited to your shoemaking.

United Shoe Machinery Corporation
BOSTON, MASSACHUSETTS



**"IF YOUR BUSINESS HAS NOTHING TO ADVERTISE—
then advertise the business for sale"**

ARTHUR BRISBANE

Every Business is in Business to sell its Products.
Advertising is the Natural Mate of Selling. And,
you get Positive Sales Results by Advertising in



LEATHER and SHOES

• HERE'S PROOF

1. In 1948 *Leather and Shoes* led all publications in its field both in **TOTAL ADVERTISING PAGES** and dollar volume carried:

Leather and Shoes
1,542 Pages

2nd Publication
1,313 Pages
(19.7% behind)

3rd Publication
1,121 Pages
(35.8% behind)

2. In 1948 *Leather and Shoes* led all publications in its field in **TOTAL EDITORIAL PAGES** carried:

Leather and Shoes
1,240 Pages

2nd Publication
1,069 Pages
(16% behind)

3rd Publication
1,122 Pages
(10½% behind)

There must be sound reasons for *Leather and Shoes'* impressive showing in both advertising and editorial leadership.

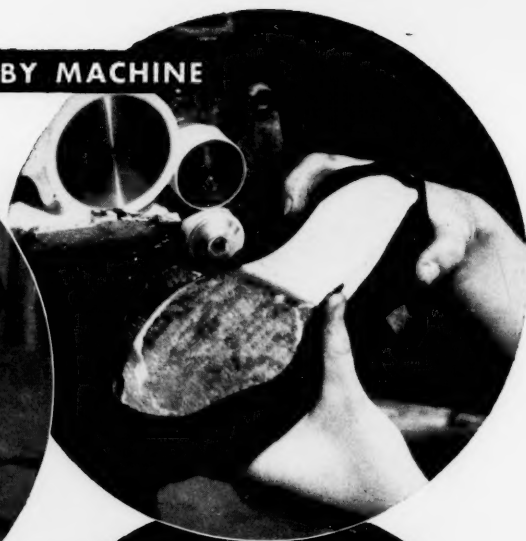
These are:

1. *Leather and Shoes* has a commanding readership lead among the industry's top-level executives.
2. *Leather and Shoes* influences more buying decisions.
3. *Leather and Shoes* advertising realizes more actual sales.

BY HAND



BY MACHINE



BY SPRAY



...these Slip Lasting Cements Apply Easily, Adhere Better!

Users tell us that they look for dependability above all other features in cements for slip lasting . . . and that is what they obtain with these job-tested adhesives! When new or special cementing problems arise, ask the United man to demonstrate the cements available for that operation so that you can select the particular cement which will best suit your production conditions.

**Be Be Bond
Be Be Tex Cements**

Products of B B Chemical Co.

3 Favorite Latex Type Cements for Sock Linings, Platforms, and Covers

- **Be Be Tex 860** — Applied three ways. Heavy viscosity. Strong bond. Good drying time without heat or can be force dried. Overnight tack.
- **Be Be Tex 861** — A recent addition. Heavy viscosity. Strong bond. Good drying time without heat — can be force dried and remains extremely tacky overnight.
- **Be Be Tex 819** — Medium heavy. Strong bond. Dries fast. Overnight tack except when force dried.

UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS

Pressures Continue on Shoe Costs And Prices

By Lawrence B. Sheppard
President, NSMA

Despite stabilized conditions in the shoe industry, costs continue upward to put pressure on prices.

ABOUT a year ago, we emphasized the outlook for stability in shoe prices and shoe production. Our predictions with respect to the outlook on prices were based on the continuation of rigid costs, and our expectations of continued good business were based on high national income and the fact that the public had demonstrated pretty clearly the rate at which shoes would be needed and purchased. I hope that our predictions at this time can be as accurate as they were then.

Long-Term Stability

I want to emphasize the long-term stability which exists rather than the short term or month-to-month fluctuations

which have had a tendency to confuse all of us. For example, shoe production and consumption this year, in our opinion, will amount to approximately 465 million pairs, which is about the same as in 1947 and 1948. However, in June and July of this year, because of the seasonal pattern, coupled with adverse business sentiment, it looked as though the industry had gone into a decline. In August and September, business skyrocketed and shoe manufacturers were swamped with orders. While activity in the remaining months of the year may not be up to the peak of August and September, it is expected that we will round out another postwar year of good business.

While it would be risky to make a forecast of shoe production and consumption for 1950 at this early date, if I were called on to make such a prediction, I would say that barring unforeseen changes in the economy of the country, we again will produce and sell about 465 million pairs of shoes.

Costs Upward

The outlook with respect to shoe prices is not as favorable from the standpoint of the buying public as it was a year ago. We told you at the time of our last meeting that while we foresaw no possibility of reducing prices, we did not anticipate any general increases. I would not go



Consult

**ORTHMANN
LABORATORIES INC.**

about any—and all—of your tanning problems.

- Get our advice—our help—relative to those perplexing difficulties regarding Finish—and Repair—in shoe factories.
- Fellowships in problems of research—for various industries allied with tanning.
- Have us develop any new processes you have under contemplation.

August C. Orthmann
Director & President
Milwaukee, Wis.

922 NORTH 4th STREET
Telephone: DAly 8-6426—8-6247



UNIFORMITY

DEPENDABILITY

Surpass Kid

Glazed Kid

Capre Kid

Black Seeds

Genuine Kangaroo

**NOW! SAME HIGH QUALITY
AT LOWER PRICES**

For A Higher Standard of Results Use...

NATURAL LATEX CEMENT

**HAD-U-TEX
809**

by HADLEY'S

..... **WHY IT IS THE CEMENT TO USE**

How it sticks!

HADLEY'S HAD-U-TEX 809 eliminates production headaches by always assuring the desired results... quickly! It is a development of our research chemists over a period of many years. It is **RIGHT**...and we urge you to call for it by name...for top value in an adhesive for all sole laying and folding operations.

SEE YOUR NEAREST REPRESENTATIVE OR WRITE US DIRECT

1. Has More Bond Strength
2. Retains Tack
3. Affords Greater Mileage
4. Viscosity is Controlled
5. Economical to Use

SINCE 1919

HADLEY BROS.-UHL CO.

3948 WEST PINE BOULEVARD
IN CHICAGO

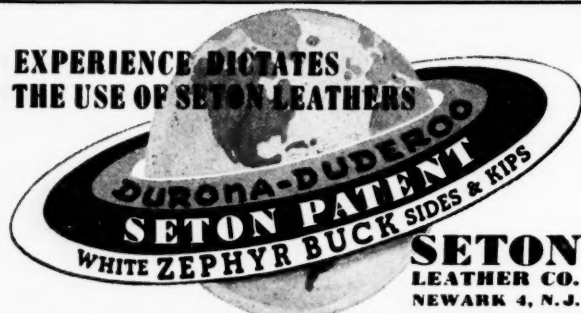
The Howard Irwin Co., 208 N. Wells St.

ST. LOUIS 8, MO.

IN OHIO-PENNSYLVANIA

Harry D. Ward, 3111 E. Main St., Columbus, O.

**EXPERIENCE DICTATES
THE USE OF SETON LEATHERS**



so far as to predict substantially higher prices for shoes during the balance of this year, and in early 1950, but I will say with emphasis that costs are rising and if shoe manufacturers can preserve the current price structure without increases, they will do so only as the result of economies, efficiencies and reduced profits to offset higher costs.

Despite devaluation and the theoretical reasons for lower prices on imported supplies, most raw materials are higher than they were a year ago; for example: On October 1st, kipskins were 14c per pound higher than last year; light calfskins were up 10c; and goatskins were up \$1.00 per dozen.

As to wage costs, most shoe contracts have been renewed without increases in wage rates, but in many instances, welfare provisions have been incorporated which result in increased labor costs. When we point out that average earnings in the shoe industry are about \$1.10 per hour, it might appear that increasing minimum wages to 75c per hour would have no effect. In view of the number of trainees in shoe factories, however, this new law will have a tendency to increase shoe wages and shoe costs.

I would say that shoe manufacturers are just as reluctant to raise prices as consumers are to pay higher prices, but most of us have gone about as far as we can go in the direction of reducing profits, increasing efficiency and eliminating waste. The public is demanding better shoes and shoe manufacturers have been doing everything in their power to increase quality without increasing prices.

Prices Firm Or Up

On the subject of prices, I will mention four reasons why in my opinion prices cannot come down and why there is a possibility of their being increased:

1. Devaluation in the sterling areas or in Argentina will be of little benefit. Hides and skins are in short supply the world over and are not likely to sell for fewer dollars regardless of the value of the pound or the peso. In fact, as I have already pointed out, the trend is upward.

2. Wage costs have continued to creep upward, especially where the increased costs of welfare programs are added. The \$1.10 per hour in the envelope which I mentioned tells only part of the story.

3. The public insistence for im-

proved quality in each price range has resulted in increased costs at no increase in price.

4. Cost reduction through the use of rubber soles, improved efficiency, and reduced profits, have been used up and there are no miracles in sight.

I sincerely hope that it will not be necessary for the industry generally to raise prices, but I cannot offer any assurances that such a move will not be necessary. In fact, I feel sure that many companies will be forced to make upward adjustments unless there is an unforeseen change which would soften costs.

Stability Keynotes

(Continued from Page 14)

In juvenile footwear, color was the new theme, particularly for younger children. It was estimated that manufacturers of juvenile footwear were showing 20-25 percent more patterns than a year ago. As one prominent retailer said, "We've at last discovered something we should have known long ago—that there's a lot more to children's footwear than utility appeal. New patterns, types and color combinations to give juvenile shoes a strong fashion theme is sure to meet the approval of children and parents alike—an approval that has every good chance of being converted into increased pairage."

After several seasons of groping for definite demands in new fashions, the women's field has now found an assuringly crystallized trend in two or three distinct styles. Principal theme is the naked look. This, of course, is not new, in that the naked look has been on the "testing ground" for the past season or two. Now with consumer approval definitely established, shoes will be all-out in that theme.

Keynote of the naked look theme is strippings. Hundreds of variations of this style theme were displayed in the new Spring lines exhibited in showrooms. These ranged from strippings restricted to vamp treatments to the delicate allover stripping shoe. The more elaborate use of strippings was of course found in higher priced lines, due to the high stitching-room costs of manufacture despite savings in leather. However, lower-priced lines displayed amazing ingenuity in "simulating" the stripping treatments by use of cutouts intermixed with a minimum number of actual strippings. Thus the effect of the naked shoe was splendidly achieved.

The mule pump, mostly closed at

(Concluded on Page 33)

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Extraction Of Tannin From Douglas-Fir Bark And Concentration Of The Tan Liquor

By

E. F. Kurth, James K. Hubbard, and Maurice Gekeler

The bright hope for the U. S. tanning industry is that there is an annual potential production of actual tannin from available Douglas-fir bark exceeding the total annual consumption of vegetable tannins used by the entire U. S. leather industry. This report contains data that is here published for the first time anywhere. The first of two articles.

BASED ON an annual cut of 6 billion board feet of Douglas-fir lumber in the states of Oregon and Washington, the estimated

annual potential production of actual tanning from the bark of these sawlogs alone exceeds the total annual consumption of vegetable tannins by

the entire U. S. Leather industry. Calculated on the basis that 20.8 cubic feet of bark having a specific gravity of 0.40 and an average tannin content of 10 percent are available from each thousand board feet of sawlogs, the potential annual production of Douglas-fir tannin is 156,000 short tons. The U. S. Forest Service estimates that the annual consumption of actual vegetable tannin is about 150,000 short tons.

Much additional bark could be made available by the pulp and paper, plywood, and pole and piling industries. Most of this bark is now used as fuel or is burned as a means of disposal. Because of the vast supply of Douglas-fir bark available as a raw material, the Oregon Forest Products Laboratory began in 1947 investigations of its chemical composition and utilization. Previous to this time there was little information available concerning the chemistry of this material.

Properties Of The Bark

Douglas-fir bark varies widely in thickness, density, and chemical composition depending on age of the trees and position of the bark on the tree. It can be mechanically separated into cork, short needle-like bast fibers, and a fine amorphous powder by first chipping, hogging, or shredding the moist bark, then screening, and regrinding the resilient cork particles in attrition or ball mills. The cork is interspersed in the reddish-brown bark as light-colored layers varying in thickness from $1/32$ to $3/4$ inches (Figure 1). The bark from sawlogs has been found in this Laboratory to contain by weight from 25 to more than 50 percent cork, 30 to 42 percent of short needle-like bast fibers, and 20 to 35 percent of an amorphous powder passing a U. S. No. 100 sieve. All of these bark prod-

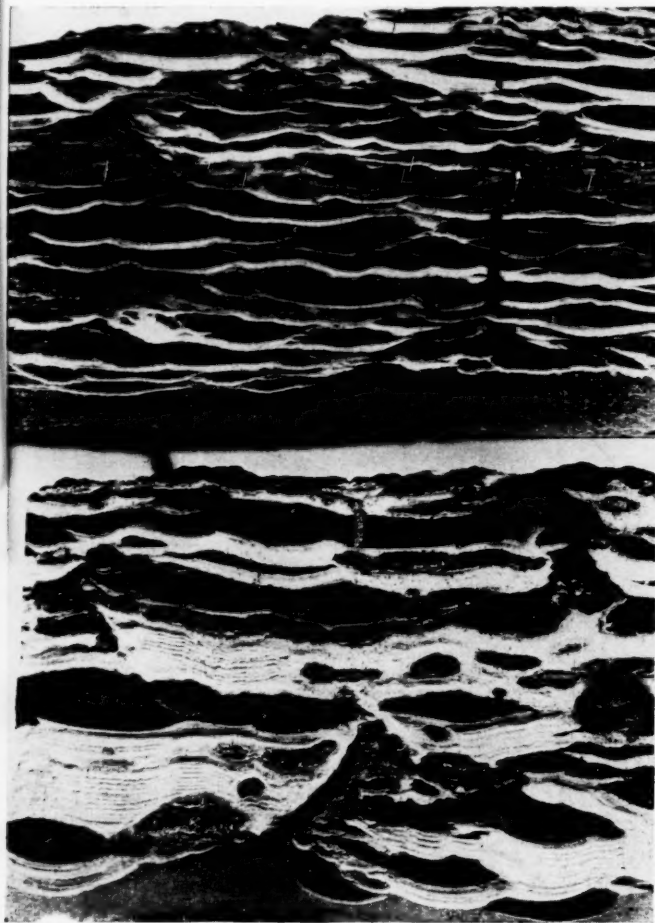


Figure 1: Douglas-fir bark with narrow and wide cork layers.

ucts contain tannin, dihydroquercetin, waxes and other extractives.

The over-all extractive content of Douglas-fir bark is high. It was found to range from 28 to 43 percent depending on the age of the tree. For example, bark from the butt logs of 80- to 95-year old trees had the extractives shown in Table 1.

The cork particles have been found to contain from 5.0 to 9.4 percent of a light-colored wax soluble in hexane or paraffin hydrocarbon solvents plus 2.7 to 3.5 percent of a light-brown wax soluble in benzene and chlorinated paraffin hydrocarbon solvents, or a total wax content of 7.7 to 12.9 percent of the oven-dry weight of cork. Further extraction of the wax-free cork particles with ethyl ether has given the flavanone, dihydroquercetin, in yields as high as 19 percent of the oven-dry weight of cork. The tannin content of the cork as determined by the hide powder method of the American Leather Chemists Association (1) was roughly 15 percent.

The bast fiber fraction passing a U. S. No. 40 sieve and retained on a No. 80 sieve is essentially a lignocellulose material (3). The lignin in the bast fibers, however, is different from that present in wood.

The waxes in Douglas-fir bark have been intensively examined in this Laboratory. A wax extracted with hexane was obtained in yields of 3.6 to 6.0 per cent. This wax is light-colored, hard and non-tacky, and melts at 140° to 145°F. (60° to 63°C.). It is composed of approximately 60 percent lignoceric acid, 20 percent lignoceryl alcohol, and 20 percent of ferulic acid (4-hydroxy-3-methoxy-cinnamic acid) (4). Another wax obtained in yields of 2.5 to 4.0 percent is insoluble in hexane but is soluble in benzene. This wax has a more complicated chemical composition than the wax soluble in hexane. It has a melting point of 140° to 145°F. (60° to 63°C.) and appears to be composed of about 25 percent of a fatty acid, 24 percent of a tannin-like substance, 26 percent of acids possibly related to ferulic acid, only 5 percent of unsaponifiable matter, and a small amount of glycerol. Both waxes were extracted from wet bark in the Laboratory's small pilot-plant extractor in less than 4 hours' extraction time, using benzene as the solvent.

Tannin Content

In the initial laboratory work, the bark used for ascertaining the tannin

content was collected from trees in the vicinity of Molalla, Oregon, in August, 1947. A sample of bark was taken from each butt and top log of trees within the following age groups: (a) 57 to 70 years, (b) 80 to 95 years, and (c) 150 to 260 years. The trees of group (a) were samples at

the time of felling, while those of groups (b) and (c) were sampled approximately one month after cutting. Bark was taken from five different trees in each age group; from these thirty samples of bark, six composite samples were prepared for tannin analysis. This gave a top and

Table 1. Extractives In Bark From 80- To 95-Year Old Trees

(Percent of oven-dry weight of bark)		Yield, %	Solvent
Extractive			
Light-colored wax, m.p. 60 to 63°C.		5.47	Hexane
Reddish-brown wax, m.p. 60 to 63°C.		2.52	Benzene
Dihydroquercetin		5.95	Ethyl ether
Tannin		8.10	Water
Nontannins		7.30	Water

Table 2. Douglas-Fir Bark Samples

Age-group samples	Age in years	Diameter of log in inches		Distance of sample from base, in feet	
		Bottom	Top	Bottom	Top
57 to 70 yrs.					
1 bottom	57	14		2	
1 top			8		30
2 bottom	63	12		2	
2 top			7½		30
3 bottom	70	14		2	
3 top			10		30
4 bottom	58	13		2	
4 top			10		30
5 bottom	60	13		2	
5 top			8½		30
80 to 95 yrs.					
1 bottom	90	22		2	
1 top			15		50
2 bottom	85	16		2	
2 top			14		55
3 bottom	80	16		2	
3 top			11		55
4 bottom	95	18		2	
4 top			12		60
5 bottom	90	17		2	
5 top			10		50
150 to 260 yrs.					
1 bottom	260	32		2	
1 top			15		120
2 bottom	210	24		2	
2 top			14		110
3 bottom	200	24		2	
3 top			15		120
4 bottom	180	23		2	
4 top			18		110
5 bottom	150	26		2	
5 top			16		120

Table 3. Analysis Of Tannin Extracts From Douglas-Fir Barks

(Percentages based on the oven-dry weight of bark)

Material	Age group 57 to 70 years		Age group 80 to 95 years		Age group 150 to 260 years	
	Bottom logs, 2-foot height	Top logs, 30-foot height	Bottom logs, 2-foot height	Top logs, 60-foot height	Bottom logs, 2-foot height	Top logs, 120-foot height
Total solids, %	18.7	34.2	15.4	22.8	15.4	16.4
Soluble solids, %	15.5	31.5	13.0	19.5	13.6	13.9
Insolubles, %	3.2	2.7	2.4	3.3	1.8	2.5
Tannin, %	9.8	18.3	8.1	10.5	8.5	7.6
Nontannins, %	5.7	13.2	4.9	9.0	5.1	6.3
Acid, as acetic, %	0.012	0.008	0.008	0.006	0.022	0.014
Reducing sugar, %	0.083	0.38	0.068	0.226	0.098	0.123
Reducing sugar after hydrolysis, %	0.19	0.50	0.127	0.32	0.15	0.22
pH	4.2	4.7	3.9	4.2	3.6	4.0

bottom composite sample for each age group. None of the logs had been floated in water.

Soon after collection, the bark from the two older groups was ground in a Wiley mill to pass a 20-mesh sieve. The 57- to 70-year bark samples required a week of air seasoning prior to grinding. After the bark was ground, it was stored in stoppered brown bottles. Table 2 shows the data relevant to the actual samples of Douglas-fir bark used for the preliminary tannin analyses.

The composite samples of bark were analyzed for tannin and other constituents in accordance with the

methods of the American Leather Chemists' Association (1). These data are shown in Table 3. From that data it is evident that the largest amount of tannin occurs in the bark at the top of Douglas-fir trees, particularly the younger ones; the least tannin is found in the bark of butt logs. This is the reverse of the wax distribution in Douglas-fir bark (5). The tannin content of the bark extracts was approximately one-half of the total solid material leached from the bark with hot water, under the conditions of the tannin extraction. Insoluble matter varied from 1.3 to 3.2 percent. Some of this

appears to have been extracted from the bark with hot water and precipitated when the tan liquor was cooled.

The actual acid present in the tan liquors is low when compared with other natural tanning materials. The sugar content of Douglas-fir bark extracts is less than that found in either hemlock bark or California tanoak bark extracts (2). A part of the material in Douglas-fir bark determined as tannin by the conventional hide powder method is dihydroquercetin. This crystalline flavanone is absorbed by hide powder and combines with sheepskin skivers to give a white leather product.

The sample of bark from the tops of 80- to 95-year old trees was sent to a manufacturer of tannin extracts. Its laboratory obtained the following analysis:

Total solids	23.57
Soluble solids	21.27
Insolubles	2.30
Non-tannin	9.13
Tannin	12.14
Water	8.00

That analysis showed a little higher tannin content and a lower "insolubles" content than that obtained on this sample of bark in this Laboratory. They commented that the bark "compares favorably with hemlock bark in tannin content, with a better color."

The Authors

E. F. Kurth: Chief, Chemical Utilization Section, Oregon Forest Products Laboratory, and Professor of Wood Chemistry, Oregon State College.

James K. Hubbard: Research Assistant, Oregon Forest Products Laboratory.

Maurice Gekeler: Chemist, Oregon Forest Products Laboratory.

From a chemical standpoint, Douglas-fir tannin is a phlobatannin. It gives a green coloration with ferric chloride solution and is precipitated from solution with bromine, gelatin, lead acetate, and sodium chloride. Boiling with dilute mineral acids converts it to water-insoluble phlobaphenes. Apparently the molecule does not contain sugar, for no sugar has been detected after acid hydrolysis. The purified tannin is soluble in water, alcohol and dioxane. It is only slightly soluble in ethyl acetate. The tannin molecule

(Concluded on Page 28)

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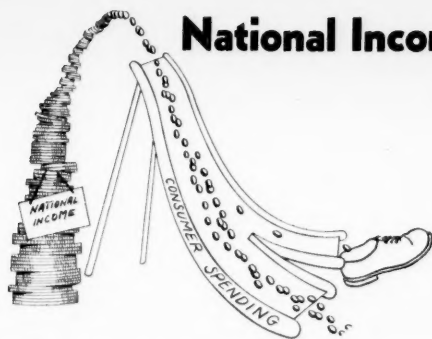
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National Income And Its Relation To Shoes

The dollar income and earnings of the shoe industry are in fairly constant ratio to national and personal incomes. With incomes steadily rising, see what happens—and might happen—to the shoe industry.

One of the vital statistics of the shoe industry is national income; for there is a fairly constant annual ratio between national income and the gross dollar income of the shoe industry.

Another vital statistic is annual consumer expenditures; for there is a fairly constant annual ratio between consumer expenditures and the dollars spent for footwear.

If from these statistics we can with fair accuracy estimate the gross income for the shoe industry, then we can estimate with fair accuracy the net income or profit, for there is also a fairly constant ratio between gross and net income.

National Income

In the past decade there has been an astonishing and steady growth in the national income matched by a growth in consumer incomes and consumer expenditures. These have been paralleled by a growth in dollar income for the shoe industry. (See Table 1 and Table 2.)

In 1930, twenty years ago, our national income was \$75 billions. Today it is running at the rate of about \$235 billions. In two decades we've increased national income by more than 200 percent. In 1941, our national income was \$104 billions. Thus in less than a decade we've increased it more than 100 percent.

President Truman recently announced a national income goal of \$300 billions by 1955 — an increase of about 30 percent over the current rate. This, in the light of trends, is far more realistic than it may appear on first glance. For example, in the six-year period 1935-41, national income, despite the "recession" year of 1938, rose from \$56.8 billions in 1935 to \$103.3 billions in 1941, an increase of nearly 100 percent, and a period in which there was no appreciable war production which could cause our production and income to skyrocket. Thus, Mr. Truman's goal of

a 30 percent increase over the next 5-6 years appears relatively conservative by comparison.

As an interesting supplementary note, Sumner Slichter, the renowned Harvard economist, believes that with "conservative progress" we shall, by 1950, have a minimum national income of \$406 billions, and

with good probabilities that it may reach as much as \$554 billions.

Personal Incomes

How much the consumer will spend for goods and services depends, of course, upon how much money he earns in wages or other income. Last year, personal incomes

Table 1
National Income And Expenditures For Footwear

Year	National Income (in billions)	Footwear Expenditures (in millions)	% Spent on Shoes
1948	\$224.4	\$3,040	1.35%
1947	202.6	3,012	1.48
1946	178.2	2,832	1.59
1945	182.8	2,300	1.25
1944	182.2	2,019	1.11
1943	168.2	1,920	1.14
1942	136.5	1,861	1.36
1941	103.8	1,486	1.43
1940	81.3	1,270	1.56
1939	72.5	1,226	1.69
1938	67.4	1,257	1.87
1937	73.6	1,279	1.74
1936	67.0	1,145	1.71
1935	56.8	1,031	1.81
1934	48.6	1,072	2.21
1933	39.6	887	2.24
1932	41.7	1,022	2.45
1931	58.9	1,207	2.05
1930	75.0	1,375	1.83
1929	87.3	1,675	1.92

Table 2
Consumer Expenditures

Year	Consumer Expenditures (in billions)	Shoe Expenditures (in millions)	% For Shoes
1948	\$177.7	3,040	1.72%
1947	164.8	3,012	1.82
1946	147.4	2,820	1.91
1945	122.8	2,294	1.86
1944	111.4	2,020	1.81
1943	101.6	1,920	1.88
1942	90.8	1,861	2.05
1941	82.3	1,486	1.80
1940	72.0	1,270	1.76
1939	67.4	1,226	1.82
1938	64.5	1,257	1.95
1937	67.1	1,279	1.90
1936	62.5	1,145	1.83
1935	56.2	1,031	1.83
1934	51.9	1,072	2.06
1933	46.3	887	1.91
1932	49.2	1,022	2.08
1931	61.1	1,207	1.97
1930	70.8	1,375	1.94
1929	78.8	1,675	2.14
			1.90—annual aver.

hit a record \$209 billions. This year, at the current rate, according to John W. Snyder, Secretary of the Treasury, we will top last year by some \$4 billions to establish a new high. The shoe industry may expect to get about one percent of this as additional income.

In 1948, the increase in personal incomes amounted to nine percent over 1947. This year we shall see an increase over 1948—despite the fact that we have experienced some vital strikes (coal, steel, etc.) that have dented personal incomes; and also despite the fact that, as everyone

knows, deflation and stability have replaced inflation.

Translated Into Shoes

As mentioned in the beginning, these statistics have a direct bearing upon the shoe industry—particularly upon the dollar sales and dollar earnings of the industry.

Now, one thing must be strongly emphasized. Increases in national and personal incomes do *not* necessarily mean that the industry will make and sell appreciably or proportionately more shoes. As has been repeatedly borne out, shoe production

and consumption hold a direct and stable ratio to population, the ratio being around three pairs per capita annually. This means that with a current population of 150,000,000 we have a shoe production "floor" of about 450,000,000 pairs. And that is exactly how the pattern is working out. This year, with the shoe industry considered to be in a stable or "normal" condition, we shall produce about 455-460 million pairs.

There is just one minor optimistic note to inject here. The population experts have gone amiss in the past few years. For example, the estimates were that by 1950 our population would be 145.5 million, whereas recently revised estimates, based on new sampling, show the figure to be slightly over 150 million. This "slight error," translated into footwear, amounts to some 15,000,000 pairs. Moreover the birth rate has also been underestimated a bit. In short, population growth is greater and more rapid than earlier anticipated. And this means more pairs of shoes to be made and sold.

Now excluding the war years, the lowest ratio of consumer expenditures for footwear to national income was in 1948, our highest income year, when the ratio was only 1.35. Therefore, let's take this lowest figure, 1.35 percent, and see what might happen to gross dollar income on retail shoe sales against a national income of \$300 billions. Consumer spending for footwear would amount to \$4.050 billions, or an increase of \$1.030 billions over the record year of 1948.

This increase *alone* would amount to more than the *total* consumer dollar expenditures for footwear in 1933 (\$887 millions). The increase alone would be about equivalent to the total consumer dollar spending for footwear in the years 1931, 1932, 1934, 1935, 1936, and would fall just a little short of matching such years as 1929, 1930, 1937, 1938, 1939, 1940.

Modifying Facts

Now, the statistics bring out one important fact. Usually, the higher the national income the lower the percentage of money spent on footwear. For instance, in the low national income years 1931-34, our ratio of consumer spending for footwear was 2.05, 2.45, 2.24 and 2.21 percent, respectively. But in the high national income years 1946-48, the ratio spent on footwear was 1.59, 1.48 and 1.35 percent, respectively.

This indicates that as our national income approaches the \$300 billions



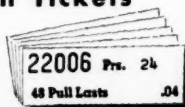
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figure we may see a proportionate decline in the ratio of dollars expended for footwear. The percentage may drop to 1.20 or slightly lower. Even so, the gross dollar income for the industry would show a healthy increase — recognizing, of course, that with each passing year we realize a population increase which is matched by an appropriate increase in shoe consumption to conform to the traditional consumption pattern of three pairs per capita.

Also important is the fact that the current trend is toward lower priced footwear. There has been a considerable trend in this direction. For example, today around 60 percent of all women's shoes sell for \$6 and under, retail.

This trend is significant in that it means lower gross dollar income realized from the same number of unit sales. Thus there might be some effect upon the dollar expenditures for footwear in ratio to national income. The ratio might be lower simply because shoe prices are lower.

Important Conclusions

We must ask two questions. Why, with both national and personal incomes at record highs, should we place selling emphasis upon lower quality and lower priced footwear? And, is it not possible to change consumer shoe buying habits and increase per capita shoe consumption?

As to the first question, it appears that the shoe industry has underestimated consumer attitudes toward footwear. Shoes are one of the most basic and essential articles in consumer needs. They are essential from the standpoint of utility, comfort and fashion, three of the oldest and most consistent clothing demands in human history. The industry has obviously undersold the consumer with the mass merchandising of footwear that does not fully conform with all shoe requisites. And in so doing it has sold itself down the river in certain respects.

It is paradoxical that with our unprecedentedly high levels of national and personal incomes, plus record consumer savings of \$250 billions, the industry should be selling its products primarily on the basis of price rather than on primarily the basis of quality and value. The industry's trend toward depressed shoe prices flatly contradicts the enormous purchasing power of its consumer markets.

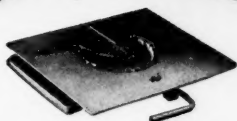
As to shoe consumption, it appears possible to "break" the traditional consumption pattern of three pairs per capita—not suddenly but over

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the long haul. All the resources of consumer market appeal have by no means been tapped as yet. If against the ability to pay (high national and personal income) is created a strong desire to buy, it is possible that a slow but steady rise in per capita shoe consumption might result. And until all the resources of merchandising have been tried, it is unjust to resign ourselves to the traditional consumption pattern.

Though Russia is the world's second largest shoe producer (prewar, 205,000,000 pairs a year), it has a low per capita shoe consumption—about one pair a year.

Fir Bark Tannin . . .

(Concluded from Page 24)

has a catechol nucleus, contains 1.6 percent methoxyl groups, 14.7 percent phenolic hydroxyl groups, and 4.7 percent aliphatic hydroxyl groups. Tannin, phlobaphene, and dihydroquercetin all give maximum absorption of ultra-violet light at 290 millimicrons.

The tannin, dihydroquercetin, and Douglas-fir bark tan liquors are susceptible to attack by biological organisms. Dihydroquercetin has a phenol coefficient of approximately

zero, and the surface of a concentrated tan liquor of 36 percent total solids and 21 percent tannin supported mold growth. Wet bark is readily attacked by insects, molds, and fungi, with a resulting decrease in tannin content. To obtain bark rich in tannin, precaution must be taken to remove the bark from the log and dry it soon after the tree is cut.

(Note: This article will be concluded in the November 12 issue of LEATHER AND SHOES.)

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PIERSONNIEL

▲ Paul N. Voneckx is now selling for Holly Shoe Co., Littleton, N. H. Formerly with Stetson Shoe Co., South Weymouth, Mass., Voneckx will handle the firm's complete line of women's and girls' American welts.

▲ Ralph D. Buck has been appointed manager of the Industrial Chemical Sales Dept. of Frank G. Fanning Co., manufacturer of Degras and Lanolin. Buck has had extensive experience in the marketing of heavy chemicals.

▲ James Demars is now with Fern Shoe Co., Los Angeles, as assistant to Harry Sobel who is in charge of designing. Demars was formerly with James Demars Shoes, Inc. Fern is expanding output to 2000 pairs daily.

▲ Sid Berk, former stylist and sales manager for John Marino, New York City, has joined Avon Shoe Co., Inc., as sales manager.

▲ Charles A. Cohen is joining Johansen Bros. Shoe Co. and will handle the Mid-Atlantic and New England areas. His offices will be located in New York City.

▲ W. Gardner Burns has retired on his 75th birthday from the supervisory staff of Selby Shoe Co., Portsmouth, O. The fourth oldest employee of the company in terms of service—58 years — Burns joined Selby in 1891 and became foreman of the lining cutting dept. in 1902.

▲ Fred Nelson recently retired as representative of United Shoe Machinery Corp. in New Hampshire. He was tendered a testimonial dinner in Rochester, N. H., by fellow employees.

▲ John L. Shevenell, Jr., of Prosper Shevenell & Sons, Inc., Dover, N. H., manufacturer of shoe counters and shanks, was re-elected president of the New Hampshire Manufacturers' Assn. at the organization's 37th annual meeting. Robert C. Erb, president of J. F. McElwain Co., Nashua, was named a director and member of the executive committee.

LIBERTY BELL

DOUBLE OAK SHOULDER

WELTING

"TOPS FOR QUALITY"

McADOO & ALLEN WELTING CO.

QUAKERTOWN, PENNSYLVANIA

Agencies in Principal Centers in the United States and throughout the world.



DOUBLE OAK SHOULDER WELTING

Hess . . .

(Concluded from Page 14)

wonderful variety of men's shoes designed for summer wear. There will be nylon and cotton mesh shoes to designs suited to wear with the lighter summer suits. There will be unlined shoes. There will be slip-on oxfords—shoes without laces which carry out the idea of ease that men want with lighter clothing. The lighter tropical tones are coming back, particularly in the two-tone shoes. And the tanners have developed new, softer tannages which add a greater deal to comfort.

Something of this summer comfort idea has been applied to women's shoes, although the change will not be so marked as it has been in the men's field. But women are going to find more coolness in, for instance, the straw shoe and the fabrics.

Even the children are going to find new things in their shoes—new styles which will go a long way toward maintaining foot health during the formative years when foot troubles get their start.

These developments speak of a trend in the shoe industry which is good for everybody—the manufacturer, the retailer, and above all, the consumer. They are the result of an

industry cooperation movement which has been growing since the war.

Adjustments Not Over

I do not think the adjustment period is over yet. As a matter of fact the situation is very restless, as shown by the sharp peaks and valleys of production during the past year. Market conditions in the past few months have been unsettled and unpredictable primarily because inventories had been reduced on an exaggerated scale. This reduction of inventories was responsible for a new type of flow in production from tanner to consumer. It developed in a sequence something like this:

Many retailers delayed making commitments for fall shoes and allowed inventories to drop far below normal. When orders started to arrive at a late date, they caused quite a flurry because manufacturers found they could not procure finished leather quickly from tanners. Most of the tanners are not carrying the amount of finished leather in stock that they did in pre-war years. Instead, they are maintaining most of their skins in soak or in crust and finishing leather after receipt of orders. Actually, the industry had not adjusted to this new policy of many tanners. Manufacturers were forced in many cases to report that they could

not fill retailers' orders immediately and from this, some retailers got the idea that there was a scarcity and increased the size of their orders. This put even more pressure on the tanners and the producers of small parts which go into shoes.

It was a vicious circle and it has created ups and downs in the production cycle which have been very unsettling to those of us who are in the business — although the consumer may not have noticed it. In spite of the sharp peaks and the deep valleys, total production and, we may assume, total sales over the year will be approximately the same as last year. As of October 31, last year, for instance, production was at 392 million pairs. It is estimated that production at the same time this year will be 389 million pairs.

We are only a short distance away from the time when all our thinking was in terms of wartime shortages and we still dread them and react violently to intimations that such shortages are still possible.

Out of it all, however, the industry has learned the value of cooperation. The retailer is eager to tell the manufacturer his needs, the manufacturer is eager to supply them and the consumer, as you will very shortly see, will be the benefactor.

STAMPRESS

retains the TRUE line of your patterns



STAMPRESS lays the edge over . . . does not stretch it . . . makes case lots look like samples.

Easy to operate, STAMPRESS speeds your production, saves labor, reduces costs. You get fast economical service from STAMPRESS plates.

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Johnson City, N. Y.

Columbus, Ohio
Cincinnati, Ohio

Chicago, Ill.
Milwaukee, Wis.

Kitchener, Ont.
St. Louis, Mo.

Toms River, N. J.
Los Angeles, Cal.

New Developments

Novel Shoe Compartment

The accompanying illustration demonstrates that the zipper has endless uses. Here it serves to create a "secret shoe compartment."

This construction involves a shoe of the wedgie variety. Apparently the shoe has been lasted to an insole and with a bottom comprising a single sole cemented to a wedge heel. The zipper arrangement and construction is obviously common to all zipper attachments.

A problem arises in this construction, a problem of preventing the heel of the foot from sinking into the compartment, as the latter has merely a light cover easily removable after the zipper has been opened. The solution offered to prevent the heel

from pressing through is to incorporate a steel plate between the insole and the top of the wedgie heel.



The important shoemaking feature of this construction lies in a neat assembly of the heel parts that means constant alignment of the heel with the counter.

Another feature is how the outsole must be of a quality and texture flexible to permit this opening of and

closing of the heel.

The compartment may contain about anything — lipstick, coins, jewels, etc.

Source: R. M. Martin, Akron, Ohio; Pat. No. 2,478,411.

Hair-Removing Machine

This illustration deals with a machine for pulling the hairs from a pelt. This is an automatic machine into which a pelt may be thrown, or fed in butt first until it is stripped of all hair up to the head and face.

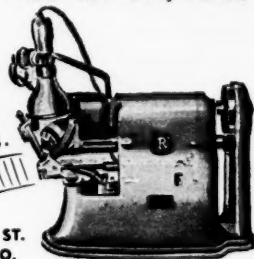
This machine has to consider that the hair extends upwards beyond the level of the fur. The machine must function as well as the hand operation of stretching the pelt over an abruptly rounded bar which causes the hair to stand on end.

The diagram discloses two tools, one for retaining the fur, and the other for nipping the hairs when the pelt is conditioned. But the nipping tool does more in that it will not let go of any given hair, no matter if the nipper is forced backwards, until the hair is completely out, the real trick of this machine.

The mechanical construction stresses the use of eccentrics, rods, and cranks that reciprocate all to one

A COMPLETE BINDING SERVICE

"The Rotary Way" combines the use of "Rotary" full and semi-coated French Cord Binding with the "Rotary" French Cord Turning machine, a notably effective method for producing results that can up your sales. Our exclusive coatings, when used with our equipment, are guaranteed not to clog machine mechanism.



Rotary MACHINE CO., INC., LYNN, MASS.
1408 LOCUST ST.
ST. LOUIS, MO.



WINSLOW



NORWOOD

MASS.

KIDDIE CHROME FULL CHROME TANNED LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

Give your shoes a good break with **UNITED FINISHES**



It takes flexible upper leather finishes to keep shoes looking salable after "try-ons" at the fitting stool.

Finishes that break well and are durable can be blended by United Finishing Specialists . . . experienced men who can first analyze leathers, then assist your finishing department in producing the desired results.

As many manufacturers have discovered, it pays to call upon such a specialist because you can have confidence in his recommendations. It pays in other ways, too, for often the United Finishing Specialist can show you a method or a material that will make possible substantial savings in finishing. To find out in your case, just call the nearest United branch office.

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PRODUCTS
OF

B B CHEMICAL CO.

FINISHES FOR UPPERS
BOTTOMS • HEELS • EDGES

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

CHROME SPLITS

FOR GLOVE · GARMENT AND
SPORTING GOODS TRADE

**COW BELLIES
COW SIDES
HORSE FRONTS**

**LAW TANNING
COMPANY**
401 SO. 7th St. MILWAUKEE, WIS.



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an Honored Name
in Leather*

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QUALITY BELTING, PACKING BRIDLE and STRAP LEATHERS

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Leadership for over a century

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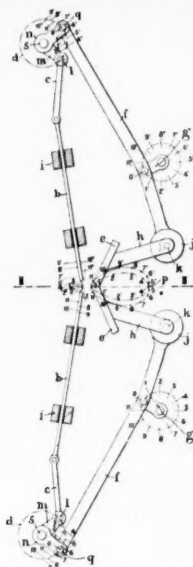

WRINGER

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
Olean, New York

general result namely, that when the retaining tools bear down on the pelt the nipping tools are so permitted to nip the hairs closely and



securely. In short, this machine does all this through synchronism that simulates the slower and quite inadequate hand operation.


Source: Pat. No. 2,478,238; Marcel Casse, Essonnes, France.

Luminescent Shoe

The main idea of this unique shoe is based on a phosphorescent coating on the vamp, heel, on the quarter above the ball, and even sunken into the insole or sock lining.

The substance used usually combines activated metallic salts, zinc sulphide, and colored pigment. There also is involved a plastic of cellulose acetate or vinyl chloride or any thermoplastic. Some of these thermoplastic strips may be treated as described and attached to the shoe, bearing such words as "left" or "L" or any method of differentiation not only to pick the right from the left but to locate the shoe in the darkness.

Source: J. Goldstein, Brookline, Mass.; Pat. No. 2,473,877.

 The first U. S. packer hides sent to tanners in commercial lots probably came from Brighton, Mass., a suburb of Boston, where the oldest stockyard and packing-house in America is located. It was established in 1775, for the express purpose of furnishing George Washington's troops with needed meat supplies.

SPOT News

Tennessee

● General Shoe Corp. reports shipments from May 1 through Oct. 28 rose 19.2 percent in pairage, net less cancellations. Sales for the two-month period of Sept.-Oct. were up 13.5 percent over the same period a year ago, with pairage sales up 10 percent for the first half of the fiscal year. The firm reports mail order sales have increased 39 percent in the period.

Indiana

● Residents of Madison are raising funds totaling \$75,000 for the construction of a new plant to be occupied by Longini Shoe Mfg. Co., manufacturer of women's arch and style shoes retailing from \$7 to \$8. The firm moved to Madison from Cincinnati in 1939 and produces 2500 pairs of shoes daily.

Wisconsin

● Irving Shoe Co. and Margolin Shoe Co., both of Chicago, have opened a new women's shoe manufacturing firm in Milwaukee. The new plant is called Irving Margolin Shoe Co., with Joseph Margolin, president; his son, Irving, as treasurer; Max Margolin, vice president; and Morris Margolin, secretary. The Chicago firms have been discontinued and the new firm will continue to feature arch and support shoes as well as a new line of playshoes.

Missouri

● International Shoe Co., St. Louis, is adding a two-story building adjoining its present plant on Cherokee St. The plant will cost \$60,000, will contain 12,800 sq. ft. of floor space, and \$30,000 worth of machinery. International plans to manufacture solvent rubber and neoprene cements as to mix latex at the new plant.

● Omega Shoe Co. will open a new plant in Pacific shortly and is planning to take applications for employment. The firm manufactures women's fine shoes in its St. Louis plant.

● The Festus plant of Brown Shoe Co., St. Louis, is now producing about 1000 pairs of women's shoes daily, according to superintendent Lichenberg. The company now employs 300 workers, an increase of 100 in the past few weeks, and expects production and employees to be increased even further.

Stability Keynotes . . .

(Concluded from Page 21)

the toe and back but bare at the sides, was another outstanding theme, also shown in countless smart variations.

These foot-flattering types were of every conceivable material and color, many making use of the stripping treatment.

A surprising number of spectators were shown, most of them maintaining the classic spectator look despite opened-up treatments. And many had built-up leather heels—the latter said to be making a comeback.

Closed-up types emphasized the tailored look, were chiefly of calf. However, these types were restricted for occasional wear and lacked the versatility of opened-up types.

A large number of single soles were in evidence—more than in many seasons. Platforms look like a perennial, but lower—mostly $\frac{1}{4}$ inch or a shade either side. The platform is no longer primarily a style element but a utility factor. Women have grown accustomed to the comfort of the platform, and hence the demand will evidently hold for a long time to come.

Browns have taken a sharp tumble. They are not to be the once-important item in the shoe color spectrum. Blue has replaced brown as runner-up to black and white. Multicolors were everywhere, and especially in stripping treatments where the multicolor effects are extremely flattering. Few whites in all-over were seen, but lots of white in combinations and trims.

Strong Promotions Planned

Buyers and sellers alike left the Show with confidence in the season ahead. It was not that bookings were any larger than anticipated. Rather it was the general tone of business optimism, the over-all status of the economy's future for the year ahead and the outlook for production and sales based upon the high level of jobs, incomes, spending. This was being translated into shoe sales potentials—the belief that if footwear was aggressively and properly promoted, then there was a potentially higher cash-in sales value ahead for the shoe industry in the continuing period of prosperity.

Manufacturers felt confident that the light buying was merely in conformance with the shorter-range buying policies that have become part of the pattern since the war. They were looking at those retail inventories, at incomes, employment and spending, at the generally more stabilized economy. Retailers would soon be ordering. They would have to in order to meet anticipated and real demand. Retailers were also becoming more "educated" as to the necessity of maintaining a full stock of sizes and a proper range of styles. This would

require more wholesome inventories if sales were not to be lost.

And behind all this the retailers realized the opportunities prevailing with stronger sales promotions. Coordination of aims—selling more shoes—was being established. It was a healthy sign. And visitors left the Fair feeling and expressing that healthy glow.

Quality

UPPER
LEATHERS

★ Dress
★ Sport
★ Work

IN BLACK AND COLORS



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LEATHERS**

Monarch Leather Co.

CABLE ADDRESS: MONLEACO
1127 W. Division St., Chicago
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WINDRAM

Quality

COMBINING — ELASTICIZING
PLASTICS
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WINDRAM
MANUFACTURING COMPANY

Established 1867
3 Dorchester St., So. Boston, Mass.

THE NEXT
TIME YOU
BUY SOLE
LEATHER...

YOUR OWN COMPANY
ORDER BLANK

Tioga Oak
✓ Bends
✓ Bellies
✓ Backs
✓ Shoulders
✓ Cut Stock

MAKE IT
**TIOGA
OAK**



There's no substitute for
genuine sole leather, no
"just-as-goods" for your
requirements as genuine
TIOGA OAK sole leather.

EBERLE
TANNING CO.
Westfield, Penna.

Leather MARKETS

Leather market slows this week as manufacturers converge on Chicago for shows. Bellies and shoulders widely wanted, scarce.

Sole Leathers

Boston sole leather market spotty. Some tanners report fair sales, others quiet. Prices remain generally firm but demand does not warrant this. Shortage of light bends holds range at 64-66c. Heavies find some sales at 60-62c. Mediums quiet.
Heavy Bends: 64-66c
Medium Bends: 60-62c
Heavy Bends: 60-62c

Philadelphia sole leather tanners report considerable activity. Hides have increased to an average price of 24c—heavy & light, and tanners are increasing their prices. Buyers complain, but pay since they have the business. Factory leathers have done well this past week. An average price is currently 61c. Findings have been going along rather well. Tanners are getting 64c as an average price for finding bends. They sell all the heads and bellies they can get, and are getting 21c for heads, 43c for bellies.

Sole Leather Offal

Prices continue to strengthen as shortage of various leathers grows acute and demand continues. List prices mean nothing as tanners can quote and get what they ask if they have leather to sell. Bellies continue scarce, sales reported up to 44c when

available. One unconfirmed report has sales at 45c. Double roughs in same boat; tanners can get up to 67c if they have leather. Best selection of heads brings up to 23c. Fore shanks bring 30-32c; hind shanks quoted at 21-34 with better sales made at upper levels.

Bellies: Steers, 43-45c; Cows 42-44c

Single shoulders, heads on: Light, 41-46c; Heavy, 38-42c

Double rough shoulders: 61-67c

Heads: 19-23c

Fore shanks: 30-32c

Hind shanks: 31-34c

Calf Leathers

Boston market continues unchanged. Sales fair with buyers awaiting results of Fair. Smooth leathers find some business, especially in women's weights. Colors continue to attract. Men's heavies drew some interest in better tannages but sampling and orders slow in lesser tannages. Suede does moderately well.

Men's weights: B 90-1.06; C 85-

1.00; D 75-94; X 70-84; XX 60c

Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c

Suede: 1.10-1.20; 1.03-1.10; 90-93c

Kid Leathers

Philadelphia kid leather tanners say business continues. They are selling all the leather they turn out. Steady large demand for suede and glazed in black. Some tanners who

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.06	90-1.10	90-1.05	1.30-1.48
CALF (Women's)	85-1.05	85-1.05	85-1.00	1.30-1.48
CALF SUEDE	1.10-1.20	1.00-1.15	1.00-1.20	1.45-1.90
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-90
KID SUEDE	70-90	60-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	53-60	76-82
SHEEP (Russet Linings)	18-22	18-23	19-23	23-25
KIPS (Corrected)	57-61	57-61	55-66	70-75
EXTREMES (Corrected)	45-53	45-53	48-54	60-65
WORK ELK (Corrected)	44-50	44-48	48-53	56-60
SOLE (Light Bends)	64-66	64-66	66-72	90-95
BELLIES	43-45	38-42	35-37	44-47
SHOULDERS (Dble. Rgh.)	60-67	60-67	58-62	77-80
SPLITS (Lt. Suede)	37-43	37-43	36-40	41-45
SPLITS (Finished Linings)	20-23	20-22	21-23	27
SPLITS (Gussets)	17-20	17-20	19-20	21-22
WELTING (1/2 x 1/8)	9	9	9	11-11 1/2
LIGHT NATIVE COWS	24-27 1/8	24 1/2-27 1/2	27	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.

**For Dependable
Sole Leather**

LOOK to LAUB

● For several generations shoe manufacturers have looked to Laub for dependable sole leather, to produce longer wearing shoes. Headquarters for:

✓ Bends ✓ Bellies
✓ Shoulders
Rough Double Shoulders

It might be well that you too investigate Laub products — the products of over 100 years experience in tanning.

GEO. LAUB'S SONS

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AGENCIES

BOSTON: Merrick & Company
GREATER NEW YORK: Thomas Leather Co.
PHILADELPHIA: Earl C. Cookman Co.
CHICAGO: Tiedemann Leather Co.
LOS ANGELES - SAN FRANCISCO: Russ White Co.



Factory

SOLE LEATHERS

BENDS • BACKS • CROPS • BUTTS • HEADS
SHOULDERS • BELLIES • SHANKS, Etc.

OUTSOLES

MEN'S • WOMEN'S • BOY'S
MISSSES' • CHILDREN'S
IN ALL GRADES AND WEIGHTS

Headquarters for Sole Leathers

Complete line of leather INSOLES
and leather COUNTERS

ARMOUR LEATHER CO
CHICAGO • NEW YORK • BOSTON

specialize in black had been putting out "staple colors"—brown and blue—in both suede and glazed, but did not find enough of a market to make it worth their while. Price lists on suede and glazed are unchanged. Tanners, however, say that while the high of \$1.00 for glazed is quoted on lists, they have trouble actually getting it. They must make some adjustments in prices in order to keep sales up.

Satin mats are still selling in small amounts on regular accounts. There is no new demand. Prices remain firm. Nothing new reported on slipper kid or linings. No business in crushed. Some tanners feel that the rawskin market shows improved picture with some slight drop in prices. They hope that prices will take a real drop. This optimistic outlook is not held throughout the industry.

Suede: 45-90c
Slipper: 34-60c
Glazed: 30-70c; 90c-\$1.00
Linings: 26-45c; 53-60c
Satin mats: 50c-\$1.00

Boston kid leather tanners report market spotty. Some leathers move well, others quiet. Black glazed draws some good orders in medium and lower grades at 60c and down. Above that, not much interest. Plump weights in demand with tanners able to sell all they can get. Colored glazed does best in men's weights and Army russet, with blue drawing good interest. Black suede seasonably slow. Colored suedes, particularly blue, find some sales.

Side Leathers

Boston side market continues touchy, say tanners. As in recent weeks, sales of best selections are good, prices generally hold firm to quotations. Below these grades, the situation is precarious with quotations meaning little, sales made only after buyers get price they want. Aniline type retans widely wanted for immediate delivery; few available. Sales of extremes reported at 59c and down. Regular finish corrected extremes bring 53c and down; kips 61c and down. Corrected large leather only fair; better sales made at 45c and down. Work elk brings 56c and down for full grain; 50c and down for corrected.

Heavy Aniline Extremes: B 55-59;
C 51-54; 45-47c
Corrected Kips: B 53-61; C 51-59;
D 49-57, X 43-50c
Corrected Extremes: 45-53; 43-49;
41-47; 38-44c
Corrected Large: 40-45; 38-42; 36-40; 33-37c
Work Elk: 44-50; 42-46; 40-44;
38-42c

Split Leathers

Another fairly quiet week for Boston splits tanners. Prices unchanged nominally although some sales are made a cent or two below quotations. Suedes in slight seasonal slowdown but heavy suedes bring some orders. Work shoe splits moderately active at 30c and down. Linings fair up to 23c; russets between 17-20c. Up to 40c paid for best heavy retan sole splits; lighter grades bring 30c and up.

CARR SUEDE

CARR BUCK

Black & Colors

CARR LEATHER CO.
69 SOUTH ST.
BOSTON
TANNERIES AT PEABODY

RAWHIDE

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**FOR
RUGGED
BOOTS
and
SHOES**



**CALIFORNIA
TANNING
CO.**

1905 SHENANDOAH AVE.
ST. LOUIS 4, MO.

Light suede: 36-43; 34-41; 32-38c
 Heavy suede: 44-47; 42-44; 39-41c
 Retan sole: 40, 38, 35, 33, 30c
 Finished linings: 18-20; 20-22; 22-23c
 Gussets: 17-20c

Sheep Leathers

"A fairly good market," say Boston sheepskin tanners. Most find that sales have slowed somewhat during Fair week. However, tanners have been well sold up for weeks. Prices remain firm and unchanged with last minute call by novelty manufacturers keeping russets busy. Boot linings continue to bring up to 22c; best sales at 20c. Shoe linings sell up to 19c for naturals; bulk at 12-16c. Colored vegetable linings do well at 19-22c. Chrome linings not too active. Hat sweats, garments, quiet.

Russet linings: 22, 21, 19, 17, 13, 11c
 Colored vegetable linings: 22, 20, 18, 16, 14c
 Hat sweat: 26, 24, 22, 20c
 Chrome linings: 26, 24, 22c
 Garment grains: 25, 23, 21, 19c
 Garment suede: 26, 24, 22c

Belting Leathers

Belting leather tanners say business fair. Rough bends selling at prices unchanged for past few weeks. There is great demand for shoulders from specialty men. Welting men also forced to pay the high prices. An average price for shoulders is currently quoted at 70c. There is indication that it may go higher.

Carriers report good business this past week. Slump felt several weeks

ago appears over. Only negative factor is the possibility of the steel strike eventually affecting factories. This would have a direct effect on factory belting. So far a very few people are holding back orders. Waist belting still active.

AVERAGE BELTING PRICES

No. 1 Ex. heavy	.86-.93
No. 1 Ex. light	.94-1.00
No. 2 Ex. heavy	.86-.90
No. 2 Ex. light	.94-.98
No. 3 Ex. heavy	.82
No. 3 Ex. light	.90

AVERAGE CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend butts	1.18	1.13	1.09
Centers 12"	1.46	1.36	1.26
Centers 24"	1.42	1.36	1.20
Centers 28"-30"	1.39	1.31	1.21
Wide sides	1.07	1.03	.96
Narrow sides	.97	.95	.86

(Premiums to be added: X-light plus 10c; light plus 5c; X heavy plus 10c.)
 Note: Above prices quoted are the range on best selection of standard tannages.

Glove Leathers

In spite of strike conditions in this county, glove buyers are not breaking the doors down to get gloves. Pigskins and deerskins in both men's and ladies' are in good demand but the rest of the list is neglected. A good cold snap would change the picture overnight.

Spring lines are beginning to worry manufacturers. High colors have not been sampled. Neither high colors nor suedes of any kind can be produced much before the first of Feb. The industry will have to rely on English doeskins in white and natural which are being offered at surprisingly low prices. One manufacturer is offering heavy weights at about 25c landed, duty paid and medium and light weights at about 24c and 21c. At these prices the glove can compete with the better fabrics.

Welting

Little demand for welting this week. Producers claim 9c recently asked is not enough. Buyers point to poor welt shoe business, say they must buy for less. Meanwhile good welting shoulders grow scarce and waist belt manufacturers offer more than welting men can afford. Any sudden widespread demand for welting could easily drive prices up considerably. Meanwhile welting makers suffer.

Specialty welting, on the other hand, enjoys good demand, though buyers continue cautious. Synthetic welting has steady call from makers of lower priced welts, stitchdowns, etc.



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 you use
 hydraulic
 leathers?

There is no substitute
 for quality leather.

If you do you will profit
 by using Brown hydraulic
 bends and shoulders. Brown
 hydraulic bends and shoulders
 are made from the
 finest tannages expertly
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 cutting, long wear and
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Real White SHEEP

Actually Tanned WHITE—Not Bleached

THOMAS A. O'KEEFE

EST. 1907

LEATHER COMPANY

4 GOODHUE ST.

SALEM, MASS.

Also . . . General Line of SHEEPSKINS for

SHOE AND
 GARMENT TRADES

Work Glove Leathers

A strong market continues to exist. Tanners encounter no difficulty in selling glove splits at 19c and 18c and 17c for light-medium weights for Grades No. 1, 2 and 3, respectively. Lighter and heavier weights will run proportionately a penny or two less, depending on the weight. Demand has been good for most all weight classes, with tanners pointing out that operations are being maintained on a full schedule.

Bag, Case and Strap

The major bag, case and strap tanners continue to report a healthy market condition. Demand is such that the remainder of this year will be a busy one for most tanners. In fact, some orders had to be back-logged. Demand is also for the range of weights, rather than for the lighter weights.

2 ounce case	44, 41c
2½ ounce case	47, 44c
3½ ounce strap	55, 52c
4 ounce strap	58, 55c
5 ounce strap	62, 59c

Garment Leathers

Although demand has let up slightly for garment leathers, it is enough to hold tanners' list prices at firm levels. In garment sheep leathers, garment suede and grain garment are quoted from 27, 25 and 23, with high colored grain garment quoted up to 29c. Horsehide leather prices are still averaging around 36c, depending upon quality, with the very best quoted up to 39 and 40c.

TANNING Materials

Tanning Materials

Recent devaluations of pound sterling and Argentine peso finally take effect on prices of tanning extracts. Last week's reduction on quebracho extract was second in six weeks. First reduction was from 10 23/32c per lb. to 9 7/16c. Recent IAPI cut brought price down to 8 5/8c, a drop of 11c per lb. Reduction has not promoted increased buying to any extent and tanners' interest continues for current requirements.

Many tanners proceed cautiously, watching uncertain Argentine situation. Latter believed badly in need of dollars, may try to exchange large stockpile of quebracho extract for dollars.

Saxe Cutch Corp. announced that price of Borneo Cutch extract will be reduced to 71c per lb. (basis 55% tannin), f.o.b. New York; duty for account of buyer, terms net cash 10 days; effective Dec. 1 on all shipments received in U. S. on and after that date.

Raw Tanning Materials

Divt divl. shipment, bags	\$66.00-67.00
Wattle bark, ton	\$65.00-66.00
Sumac, 28% leaf	\$72.00
30% leaf	\$75.00
Myrobalans, J. 1s.	\$62.00-64.00
J. 2s	\$50.00
Valonia Cups, 30-32% guaranteed	\$63.00
Beards	\$96.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, lbs.	.039
Bbls., l.c.l., 046; c.l.	.046
Powdered, bags, c.l.	.11
Cutch, solid Borneo, 55% tannin, plus duty	.07%
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.0525
Oak bark extract, 25% tannin, lb.	.0875
bbls. 6¼-6%, tks.	.06%

Quebracho extract

Solid, ord., basis 63% tannin, c.l., plus duty	8 5/16
Solid, clar., basis 64% tannin, c.l.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16¼
Powdered super spruce, bags, c.l.	.05¼
Spruce extract, tks. f.o.b. works	.01¼
Wattle bark extract, solid	.06%

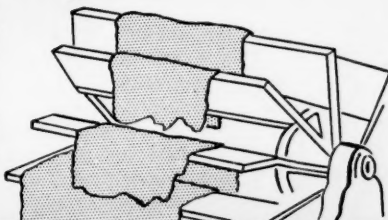
Tanners' Oils

Cod oil, Ndd., drums	.90
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Tanners of Quality

SMOOTH AND ELK SIDE LEATHER
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VEGETABLE
For Linings, Bag, Case, and Strap
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CHROME RETAN SOLE LEATHER
Velvet Finished and Waterproofed
•
Contract Tanning

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Leather Company
1830 S. THIRD ST., MILWAUKEE 4, WIS.

Castor oil No. 1 C.P. dra. l.c.l.	20
Sulphonated castor oil, 75%	17-18
Cod, sulphonated, pure 25% moisture ..	12
Cod, sulphonated, 25% added mineral ..	11
Cod, sulphonated, 50% added mineral ..	10
Linseed, raw tks., drums, c.l., and l.c.l.	18-15
Neatsfoot, 20" C.T.	27
Neatsfoot, 30" C.T.	25
Neatsfoot, 40" C.T.	21
Neatsfoot, extra drums	22
Neatsfoot, No. 1, drums	24
Neatsfoot, sulphonated, 75%	16
Olive, dom. denatured, bbls., gal.	60-4-25
Waterless Moellon	15
Moellon, 20% water	13 1/2
Moellon, 25% water	12 1/2
Artificial Moellon, 25% moisture	12 1/2
Chamois Moellon	10 1/2
Common degreas	10-13
Neutral degreas	20-22
Sulphonated tallow, 75%	10
Sulphonated tallow, 50%	08
Sponging compound	11 1/2
Split oil	11 1/2
Sulphonated sperm, 25% water	17
Petroleum Oils, 200 seconds viscosity	11 1/2
Petroleum Oils, 150 seconds viscosity	13
Petroleum Oils, 100 seconds viscosity	11

Postpone USMC Hearing

Re-opening of the anti-trust trial of United Shoe Machinery Corp., scheduled for Nov. 4 in U. S. District Court, Boston, has been postponed temporarily by Federal Judge Charles E. Wyzanski, Jr. The corporation is charged by the Justice Dept. with monopolistic practices in the shoe industry.

Nov. 4 was originally set as the date on which USMC lawyers would present objections to the government's specific charges. Judge Wyzanski said that the firm's lawyers would indicate the nature of these objections at a hearing on Nov. 11 after which another date would be set for the filing of objections.

DEATHS

Paris S. McCutcheon

... 61, president of Ideal Baby Shoe Co., Danvers, Mass., died Oct. 29 in Danvers. McCutcheon became president of the Ideal Company five years ago. He was a member of the National Shoe Manufacturers Assn. and the Danvers Rotary Club. He leaves his wife and two brothers, William S. and Allen S. McCutcheon, both of Canada.

Milton Kaufman

... 81, president of Kaufman & Falk, Inc., New York City specialty leather tanner, died Oct. 31 at the Harkness Pavilion, New York. Kaufman was widely-known in the leather business, having been associated with it for the past 67 years on Spruce St., and was considered Dean of the Swamp. In former years he was associated with L. F. Robertson & Sons. He leaves a son, Stephen A., and three brothers.

Newton H. McKean

... 65, traffic manager of Commonwealth Shoe & Leather Co., Whitman, Mass., died suddenly Oct. 26 of a heart attack. He served as traffic manager at Regal Shoe Co. from 1933 to 1943 and joined Commonwealth last Jan. He leaves his wife, Elizabeth; four sons, Major William A., Newton H., Jr., Richard E., and Robert W.; a sister, Mrs. Arthur Hastings; and six grandchildren.

Frank A. Patten

... 74, former mayor of Gloversville, N. Y., and president-treasurer of Liberty Dressing Co., Inc., glove leather manufacturer, died Oct. 25 at Littauer Hospital, Gloversville. Born in England, Patten came to the U. S. in 1884 and learned the glove business working in his father's glove finishing shop. In 1919 he established Liberty Dressing Co., Inc., with John Ruff and Arthur K. Hamm.

He was elected mayor on a Republican ticket in 1922 and served one term. Active in civic and fraternal affairs, he was a past president of the Tanners Assn. of Fulton County and president of the Fulton Process & Chemical Co. He leaves his wife, Martha; a sister, Mrs. Emily Bates; and several nieces and nephews.

Jean Buscarlet

... 65, president of glove manufacturing firms bearing his name in the U. S. and France, died Oct. 20 at his home in Fontenay-sous-Bois, after a short illness. In 1909, Buscarlet joined the French firm founded by his grandfather, set up a selling agent in New York during 1928, and purchased a factory in Gloversville in 1946. He leaves his wife, Germaine; and two daughters, Mme. Pierre Bonnevill, and Mme. Kirg Vernier.

Sweden has about 55 tanneries employing a total of around 2,300 workers. Thirty-five of these tanneries employ 50 or more workers. About 80 percent of the tanning machinery is of German origin, prewar.

"ARTISAN CONTROLLED"

WATERPROOF

Upper Leathers

The quality of leather is determined by the skill of the artisan who controls the production. Since the turn of the century, Manasse-Block has built a force of artisan workmen who produce leathers of uniform quality.

GRIZZLY WATERPROOF SIDES

(Full Grain)

BADGER WATERPROOF SIDES

(Corrected Grain)

Two superior "Artisan Controlled" Upper Leathers for Logger's, Engineer's, and Hunter's Boots, and Work Shoes. Use them with confidence for uniform high quality; they will satisfy your requirements.

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TANNING COMPANY

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STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
SPECIAL DIPPING EXTRACTS

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YESTERDAY, TODAY
ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

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CANADIAN REPRESENTATIVES:

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ENGLISH REPRESENTATIVES:

Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S. E. 1

HIDES and SKINS

Moderate activity in packer hides, prices firm to strong. Kip market drops 2½¢ but sales still slim. Other markets fairly quiet.

Packer Hides

Activity this week, while very moderate, was slightly higher on branded cows and some bulls. Most of the business was steady with last week, however. One tanner, apparently in need of branded cows, took an estimated 15,000 hides of that selection from the market. Although prices and quantities were not reported by all sellers, it was estimated that 15,000 sold, and that all sales were made at 24¢. This represented a 1¢ advance over the last week's market, and brought sales of this selection almost through November production.

Other selections held steady. Light cows sold steady all the way around except for a couple of cars on 80-day delivery contracts, which sold ½¢ lower. However, in face of the delivery clause, this sale could not be called lower at this time due to indefinite market possibilities when the 80-day period is up. Trading in heavy native steers was rather heavy at steady money, and a few lights also sold steady. Heavy cow business comprised the balance of the business, only 2,000 of these hides selling. The bull trading involved only one car of St. Paul and Milwaukee hides at a price called ½¢ higher.

Small Packer Hides

Split comment on this market. Part of the trade feels firmness in small packer hides, the other feels easiness. Generally there seems little change. Some tanners have shown a little more interest in better quality hides of all weights except the heavy averages. Others have been out to get very light hides, but at considerably lower levels than sellers have been getting of late.

In the weights, 48 to 50-lb. average ordinary run small packer hides are quoted around 23 to 23½¢ selected for Midwestern production. Some very good quality 48-lb. average hides of big packer-type take-off have brought as much as 24¢ selected. Lighter hides are quoted at widely mixed ideas. Generally, 45 to 46-lb. averages from Midwestern points are talked by tanners around 24½ to 25¢, some to 25½¢ for best quality lots, with offering prices up to 26 and 27¢ selected. Very light Southwestern production hides are quoted up to 27¢ flat for trimmed hides with sellers asking 28 and 29¢ flat trimmed, FOB.

Packer Calfskins

Nothing done in the packer calfskin market this week. After broad volume trading last week, sellers were ready to sit back, with one exception, and watch developments in other markets. One seller was offering some Wisconsin all-weight calf-

skins at 2½¢ higher than last prices, or 67½¢ for lights and 57½¢ for heavies. Traders believed in some cases that the light price might be reached, but the heavy price would do well at steady levels.

Prices remain nominally unchanged in packer Northern calfskins.

Last trading at 65¢ for lights and 55¢ for the heavies. Riverpoint production calfskins are quoted at 57½¢ for lights and 47½¢ for heavies. New York trimmed packer calfskins are quiet, quoted at \$4.25 for 3 to 4's, \$4.75 for 4 to 5's, \$5.25 for 5 to 7's, \$5.75 for 7 to 9's, and \$7.00 for 9 to 12's. Big packer regular slunks are quotable at \$3.10, last business.

Packer Kipskins

The kip market dropped the expected 2½¢ this week when about 7,800 St. Louis and Kansas City production kip and overweights sold at 47½¢ FOB for kip and 42½¢ for the overweights. Business was slim, but sufficient to establish the market. Broader business should develop before very long traders claim. One offering of kipskins is still around, some interest as 45¢ shown for the skins, but the seller holding for 47½¢, basis native kip. New York trimmed packer kipskins are quoted at \$8.15 for 12 to 17's and \$9.50 for 17's and up.

Country Hides

Tanners showing very restricted interest in this market. Offerings of good quality Midwestern production hides find some interest, but buyers are not inclined to do much. Prices are holding unchanged. Good quality 48 to 50-lb. average allweight 1's and 2's are quotable around 18½ to 19¢ flat trimmed, according to quality, with some best quality 48-lb. average hides, mostly locker plant take-off, quoted at 19½¢ flat trimmed, FOB shipping points.

Lighter hides have brought better ideas. Some 45 to 46-lb. average hides have been talked to 21¢ flat trimmed, although tanners are more of a 20¢ mind, perhaps willing to go fractionally higher around the 20½¢ price. Some very light hides have been talked as high as 23¢ flat trimmed, particularly on Southwestern production.

City and Country Calfskins

City calfskins very quiet with interest at a low ebb. Some tanners would like to take light calfskins alone, but sellers want to sell mixed lots due to the fact that they have no market for the heavy skins. Market on city allweight calf is quoted 40¢. Country allweight calfskins are figured around 28 to 29¢, the lights alone possibly quotable up to 30¢, but no seller interest in splitting weights. New York trimmed collector calfskins are quoted at \$3.70 for 3 to 4's, \$4.25 for 4 to 5's, \$4.70 for 5 to 7's, \$5.15 for 7 to 9's, and \$6.25 for 9 to 12's.

City and Country Kipskins

City kipskins are holding unchanged at 35¢. Little demand in this market. Country skins are quotable around 26 to 27¢, depending upon quality, with tanners not apparently interested. There seems to be enough available in the big packer market to keep them sufficiently supplied. New York trimmed collector kipskins are quoted at \$7.00 for 12 to 17's, and \$8.00 for 17's and up.

Horsehides

Recovery of the horsehide market has been partial, but sufficient to bring about considerable buying interest. Tanners are looking around for hides in this market with ideas of \$10.75 for 60-lb. trimmed Northern and Midwestern hides, perhaps to \$11 on some better quality lots, and about 75¢ to \$1.00 more for untrimmed hides.

Horse fronts quiet, although there is good spotty interest. The price

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	24 -25	24 -25	24 -24½	28
Ex. light native steers	29½	29½	29½	29½
Light native cows	25 -27½	24 -27½	24½-27½	27
Heavy native cows	24 -24½	24 -24½	23½-24½	27½-28
Native bulls	17½-18	17½	17½	17½-18
Heavy Texas steers	22	22	21½	26
Light Texas steers	23	23	22½	26
Ex. light Texas steers	26½	26½	25½	27½
Butt branded steers	22	22	21½	26
Colorado steers	21½	21½	21	25½
Branded cows	24	23½-24½	23 -24	25½-26
Branded bulls	16½-17	16½	16½	16½-17
Packer calfskins	55 -65	55 -65	55 -65	45 -52½
Chicago city calfskins	40	40	40	30
Packer kipskins	47½n	45 -50	50	25
Chicago city kipskins	35	26 -27n	35	25

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Nov. 2	Close Oct. 26	High For week	Low For week	Net Change
December	22.10B	21.75	22.40	21.35	+35
March	20.20T	20.01B	20.39	19.85	+19
June	19.90B	19.70B	19.90	19.50	+20
September	19.70T	19.40B	19.70	19.70	+30
Total sales: 214 lots					

range now seems to be around \$7.75 to \$8.00, depending upon quality. Butts are holding up well, quotable around \$3.75, depending upon quality, some slightly less, basis 22 inches and up.

Sheep Pelts

Shearling market mixed. Some lining stock shearlings in good demand, No. 2's and 3's, only, but No. 1's are slow. Broad range of prices

on No. 1's, running all the way from \$2.25 to \$3.25, while No. 2's are tightly quoted from \$2.00 to \$2.25, according to quality. No. 3's are figured around \$1.70.

Wool pelts hold unchanged. Last prices quoted were \$3.00 to \$3.10 for good quality Western lambs, with natives about 75c less. Pickled skins are holding very quiet, mixed opinion of prices still circulated. Some sellers claim market is around \$12 to \$13 per dozen, although some buyers say that good quality big packer skins can be had for \$10 per dozen.

Dry Sheepskins

Raw stock markets show little change this week. Local operators proceed cautiously, unwilling to book raw stock until Fulton County strike situation cleared. Some purchases of Cape gloves and Brazil cabrettas reported. Primary markets hold firm with some advances noted and realized due to small holdings and better demand.

The hair sheep markets have firmed up, especially Cape gloves and Brazil cabrettas. Former stronger with England and the Continent buying and shippers reporting small available stocks. While some sales made to this country and additional quantities said to be salable at last trading basis, buyers unwilling to follow advances asked. Some selling quarters claim that if buyers were willing to pay \$13, they could still obtain offers of Ceara cabrettas; other reports say a large tanner, not affected by strike, raised his ideas to \$14 and has paid \$13.50. However, it is believed that this business was for combination lots of regulars and specials as the above offerings and the usual quotations are for regulars alone or skins 70/72 kilos.

Shippers have firmed up as holdings are not large and anticipate that as soon as the strike is settled buyers will enter the market. While some shippers are not offering Nigerians, others state that business is possible in Kanos at 60c per lb., basis primes, but that lower bids have been refused.

Good demand for spot shearlings 1/4-1/2" and sellers claim that buyers would pay 25c for Capes. Holdings limited as recent trading about cleared available supplies. For shipment, offers reported at 22 1/2c c&f for 1/4-1/2". The longs are slow and nominal with recent offers at 27 1/2-30c c&f. Wool sheep markets are firm with primary markets steadily advancing and now close to pre-devaluation prices.

Reptiles

India market continues strong. Not many offers received. Madras bark tanned whips, 4 inches up, averaging 4 1/2 inches, 70/30 selection, held at \$1.20 and bids of \$1.12, last trading basis, refused. Asking up to \$1.00 for cobras, 4 inches up, averaging 5 inches, 70/30 selection. About 10,000 Calcutta whips, 4 inches up, averaging 4 1/2 inches, 60/40 selection, offered at 82c. Asking 30c for Calcutta oval grain lizards, 40/40/20 assortment and buyers' ideas 23-25c. Siam ring lizards, 25 centimeters and up, averaging 30 centimeters, sold at \$1.00-1.05.

Small lots of chouyres, 8 inches up, 90/10 selection, averaging 3 kilos and prompt shipment, sold at 60c and similar aers, averaging 2 kilos at 18c per skin, c&f. Some 6/8 inches said to have sold at 7c. Shippers now asking 80c fob. for Brazil gibobias. Alligators and crocodiles firm as very small quantities offered and generally at very high prices, usually above the views of buyers here.

Deerskins

Latest advices from Brazil that the market is well sold up on "jacks" as late sales about cleared available holdings and not many offers now being made. Last confirmed sales at 67c to 68c fob., basis importers, and up to 70c fob. now asked.

Pigskins

Shippers firm in Brazil with reports that Manaos grey peccaries sold at \$1.80 fob., basis importers with \$1.85 fob. now asked and 10c less for blacks. Sellers asking \$2.00 c&f for Chaco carpinchos, 90/10 selection.

Goatskins

Price conscious tanners continue to show little interest in light offerings. Prices remain firm. Pakistan Amritsars still held at \$10.50 per dozen c&f for 1200 lb. goatskins; Southern Indias at \$10.75 to \$11.00 per dozen c&f for 170/180 lb. Coconados; Mozufferpores from Calcutta at \$9.25 per dozen c&f for 20 percent smalls.

About 20,000 dozen shade dried Kenya goatskins offered at \$12.00 to \$12.50 per dozen c&f with market firm at origin. Capes well sold up with no offerings at present.



LESLIE GRAY

... recently appointed St. Louis sales representative for Paule Chemical Corp., Charlestown, Mass. Well-known in the shoe and allied products field with a wealth of experience in handling shoe-finishing and cementing problems, Gray will sell the firm's complete line of shoe finishes and Genetex cements. His office will be located at 5711 South Broadway, St. Louis.

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Time-Tested

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"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

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THE STERN DRUM-TYPE CAN

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183 ORLEANS STREET EAST BOSTON 28, MASS.

WANTED ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

Lines Wanted

ESTABLISHED Tanners' and Manufacturers' Agents are interested in obtaining an additional representative line for the St. Louis Territory.

Address L-16,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

PROPOSALS FOR MATERIAL, ETC.

U. S. Government Printing Office,
Washington, D. C., October 26, 1949.

Sealed proposals will be received at this office until 10 o'clock a.m., November 23, 1949, for furnishing Leather, Book Cloth, Gold Leaf, and other material for the public printing and binding to the Government Printing Office during the term of 6 months beginning January 1, 1950. The right to reject any and all bids and to waive defects is reserved. Detailed schedules of the materials, etc., required, accompanied by blank proposals and giving the regulations with which bidders must comply, may be obtained by addressing

JOHN J. DEVINY,
Public Printer.

For Sale Complete Sole Leather Tannery Equipment

UNHAIRING AND FLESHING MACHINES
2—Turner 10½ foot No. 22 Unhairing
2—Turner 9 foot No. 12 Unhairing
3—Turner 9 foot No. 12 Fleshing

SETTING MACHINES
2—Woburn 64" Type B
5—Turner 36" Drum
6—Turner 72" Drum

PENDULUM ROLLERS
6—sets of four units—Shapley-Weils
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BLEACHING MACHINES COMPLETE
2—9 foot Carley Heater

MONORAIL HOISTS

2—Shepard Niles D.C. cab operated
On 5 ton and one 3½ ton

Rocker Machinery, Pumps, Mills, Tanks,
Motors, Unit heaters, Circulating Fans,
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All equipment available for inspection
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THE AMERICAN OAK LEATHER CO.

KENNER and DALTON AVES.
CINCINNATI 14, OHIO

For Sale

California Low Heel Lasts and Dies

1200 pairs M width
60 pairs S width
\$1.00 pair

Sample shoe mailed on request.

Address M-1, c/o Leather and Shoes,
10 High St., Boston 10, Mass.

Wanted . . .

Chrome Leather Shavings

Packed in bales, one or two carloads monthly.
Advise lowest price and shipping point.

WRITE BOX Z-4
Leather and Shoes
10 High Street
Boston, Mass.

For Sale

Whole hide Setting Out machine. Turner No. 5.
Drum type.

Address Box Z-5,
Leather and Shoes,
20 Vesey St., N. Y. 7, N. Y.

Situations Wanted

Line Wanted

SALES MINDED VETERAN, acquainted St. Louis shoe industry, desires line of shoe findings, commission basis.

Address M-2,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Leather Chemical Engineer

PENNSYLVANIA licensed chemical engineer with experience in mechanical leather tanning and fabrication, desires position with responsibility.

Address L-10,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Advertise Your Products

in
LEATHER and SHOES

Making Room Foreman

WITH LONG EXPERIENCE on all types of women's shoes. Can take full charge of both lasting and making rooms in California process factory. Best of references. Prefers New England location. Address L-19, c/o Leather and Shoes, 10 High Street, Boston 10, Mass.

Help Wanted

Superintendent

GENERAL SUPERINTENDENT for factory making ladies' high class shoes in Metropolitan New York. State qualifications, age, etc. Replies confidential.

Al Howe Services,
6245 S. Ashland Ave.,
Chicago 36, Ill.

Stitching Room Foreman

STITCHING ROOM FOREMAN wanted by Eastern New York shoe manufacturer. Man capable of handling complete supervision. State age and experience.

Al Howe Services,
6245 S. Ashland Ave.,
Chicago 36, Ill.

Experienced Finisher

WANTED: Experienced finisher qualified on all fancy leathers, water and lacquer. Must be able to handle labor and production. An excellent opportunity for the right man. Address L-17, c/o Leather and Shoes, 29 Vesey St., New York 7, N. Y.

OPEN POSITIONS

1. Pattern Man on California type shoes. High calibre applicant, Eastern New York State.
2. Experienced Packing Room Foreman, ladies' high class shoes, Eastern New York State.
3. Top Notch designer, California process, Eastern New York.
4. Shoe plant supervisor and production manager, Eastern New York.
5. Shoe Packing Room Foreman, Eastern New York.
6. Salesman for Penn., Md., Del., Va., and N.C. Experienced in composition soling and colored crepe.

We have applicants for every department in the shoe industry — foremen, superintendents and salesmen. Write us for any positions you wish filled.

AL HOWE SERVICES, Inc.

(A Management Service)
6245 S. Ashland Ave.,
Chicago 36

Coming EVENTS

Nov. 5-9, 1949—Pennsylvania Shoe Travelers Show, William Penn Hotel, Pittsburgh, Pa.

Nov. 6-9, 1949—Advance Spring Show, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Nov. 6-9, 1949—Annual Michigan Shoe Fair, sponsored by Michigan Shoe Travelers Assn. and Michigan Shoe Retailers Assn. Hotel Statler, Detroit, Mich.

Nov. 6-10, 1949—Fashion Shoe Show of America, sponsored by New York Shoe Board of Trade, Hotel McAlpin, New York City.

Nov. 12-16, 1949—Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers and Travelers Assn. The Benjamin Franklin, Philadelphia, Pa.

Nov. 13-16, 1949—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker & Southland Hotels, Dallas, Tex.

Nov. 27-Dec. 1, 1949—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Nov. 28, 1949—15th annual banquet and entertainment, 210 Associates, Waldorf-Astoria Hotel, New York City.

Dec. 4-6, 1949—Spring Shoe Show sponsored by the Indiana Shoe Travelers' Association, Inc. Hotel Severin, Indianapolis, Indiana.

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

Jan. 21-25, 1950—Annual Mid-Atlantic Shoe Show, Philadelphia, Pa.

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